

# THE AMERICAN ELEVATOR AND GRAIN TRADE

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VOL. XLVI 431 South Dearborn Street, Chicago, Ill., March 15, 1928 NO. 9

## Of Course

We want your business but we want it on a basis that will pay you as well as ourselves. We want it because we have proper facilities for handling it.

Don't be satisfied with slow returns or poor service; send your shipments to

**McKenna & Strasser**  
GRAIN  
60 Board of Trade  
CHICAGO

GRAIN DRIERS  
FEED MIXERS  
FEEDERS  
STEAM COILS  
COOKERS  
MOLASSES HEATERS  
SPECIAL DRY-



ROTARY DRIERS  
TRUCK DRIERS  
STERILIZERS  
FANS  
STEAM TRAPS  
OAT BLEACHERS  
ING APPARATUS

**WILLEY ELLIS COMPANY**

Successors to  
**THE ELLIS DRIER COMPANY**  
1201-1229 So. Talman Avenue CHICAGO, U. S. A.

## SEED CORN

Grown in the greatest corn growing section of the United States—

Southwestern Iowa

Write for Prices and Samples

**COUNCIL BLUFFS  
SEED COMPANY**  
COUNCIL BLUFFS,  
IOWA

## Dried Buttermilk

100 lb. Paper Lined Sacks

**Dry Skim Milk**  
Paper Lined Barrels

**Cod Liver Oil  
and Meal**

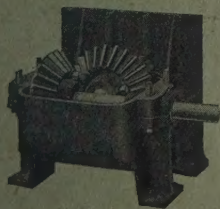
FEED FORMULAS

FEED PLANT EQUIPMENT

FEED SYSTEM ENGINEERING

**S. T. EDWARDS & CO.**  
110 S. Dearborn St. Chicago, Ill.

## Caldwell Countershaft Box End



THIS type of box end conserves the life of the gears—saves on the cost of lubricants—prevents dirt from packing in the teeth. Moreover, it definitely elimi-

nates any possible injury to workmen. Made in many sizes to fit standard conveyors you can get prompt shipment from Caldwell. Full details on request.

H. W. CALDWELL & SON CO. (LINK-BELT COMPANY, OWNER) C-24  
CHICAGO: Western Ave., 17th and 18th Sts.  
DALLAS, TEXAS: 1221 Mercantile Bank Bldg. NEW YORK: Woolworth Bldg.

## Caldwell Products

Car Spotters, Bearings, Shafting, Pulleys, Gears, Chains, Wheels, Helicoid Conveyor and Accessories, Belt Conveyors, Chain Conveyors, Elevator Buckets, Boots and Casings.

## "THE CLIMAX" SCOOP TRUCK

CAPACITY { 200 Lbs. Coal  
                  { 2½ Bushels Grain

Can easily add Twenty-Five cents an Hour to the value of a man's time who uses it in unloading Coal or Grain from box cars. Hence, in two weeks' use the Scoop-Truck will pay for itself and cost you nothing for its use thereafter. It will last for years and save the wearing out of a dozen common scoops in doing a like amount of work. Hundreds have tried it and will certify to the truth of these statements. Why not order now, and let the Scoop-Truck be giving itself to you?

Patented July 28, 1907

PRICE: \$15.00 F. O. B. cars at factory  
Detroit Scoop Truck Co., 993 Osborne Place, Detroit, Mich.

## Reliance Construction Company

Furnish Plans, Estimates and Build  
**COUNTRY GRAIN ELEVATORS**

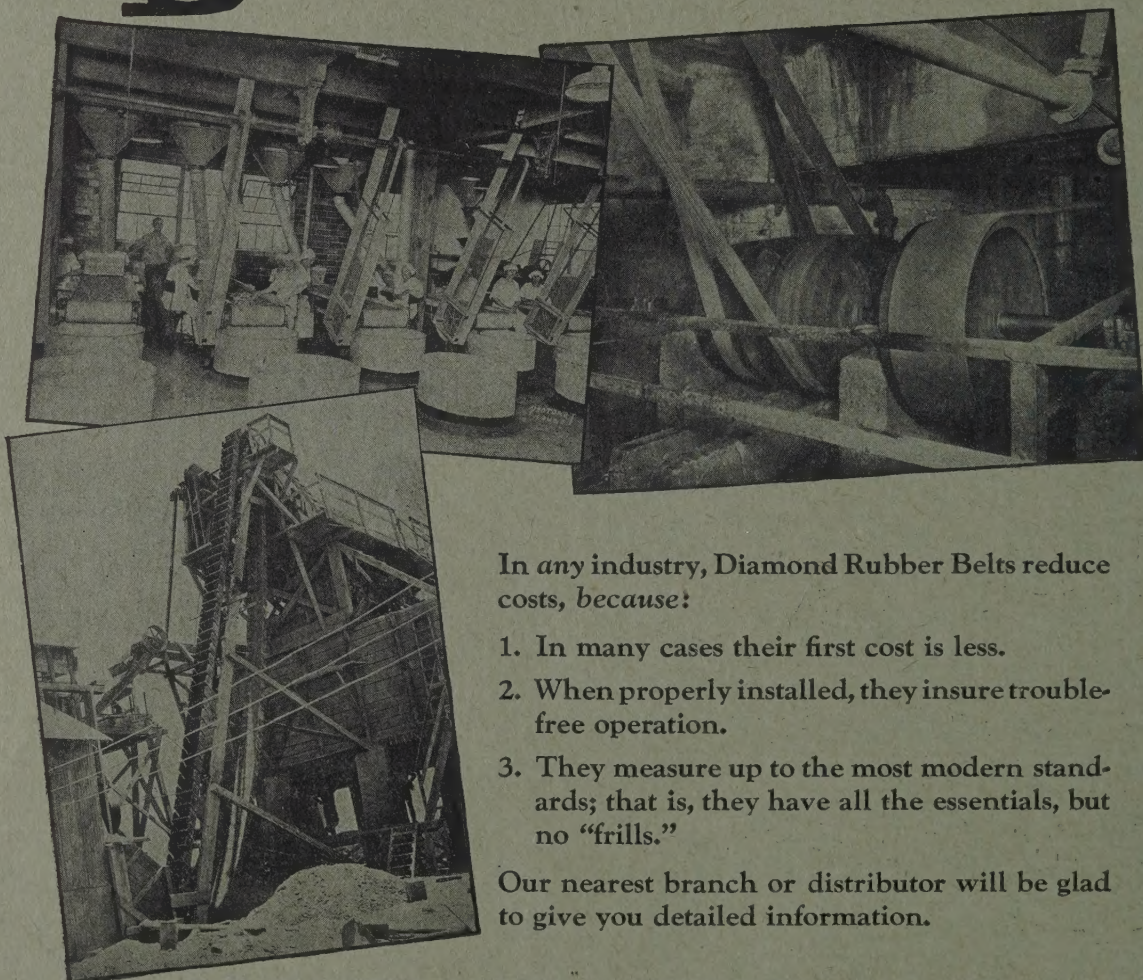
Our long experience as a builder of elevators insures you an up-to-date house. Write today.

Board of Trade Building,

INDIANAPOLIS, IND.



# Great *Cost-Reducers:* Diamond *Rubber Belts*



In any industry, Diamond Rubber Belts reduce costs, *because:*

1. In many cases their first cost is less.
2. When properly installed, they insure trouble-free operation.
3. They measure up to the most modern standards; that is, they have all the essentials, but no "frills."

Our nearest branch or distributor will be glad to give you detailed information.

THE DIAMOND RUBBER COMPANY, Inc., Akron, Ohio  
 Atlanta      Boston      Kansas City      New York      Philadelphia  
 Chicago      Dallas      Los Angeles      Seattle      San Francisco

# Diamond

*Rubber Belting ♦ Hose · Packing*  
 "TESTED FOR A THIRD OF A CENTURY"



# The "JAY BEE"

## Puts You In the Lead!

This letter from Shepherdsville Roller Mills is conclusive proof that the capacity and grinding qualities of the "Jay Bee" mill puts it

# In a Class by Itself

—the "Jay Bee" Mill will meet your every grinding requirement. With its installation your custom grinding will increase rapidly.

—the superior grinding of the "Jay Bee" and its great capacity and low operating cost puts it in a class by itself.

—you can increase your business on flour, bran, shorts, cottonseed meal, oil meal, etc. Your customer will not go elsewhere for these, if you do his grinding with a "Jay Bee."

—you can easily build up a fine trade on dairy, poultry, cattle and hog feeds, manufactured by your "Jay Bee" mill.

—the one big mistake you can make in your business is to put off buying a "Jay Bee" mill.

Will the "Jay Bee" pay? The Cerro Gordo Farmers Co., Mason City, Iowa, made a net profit of 166% in 1 year—The Webster Mill, Webster, N. Y., increased their business \$5000 the first year, by giving their customers what they want.

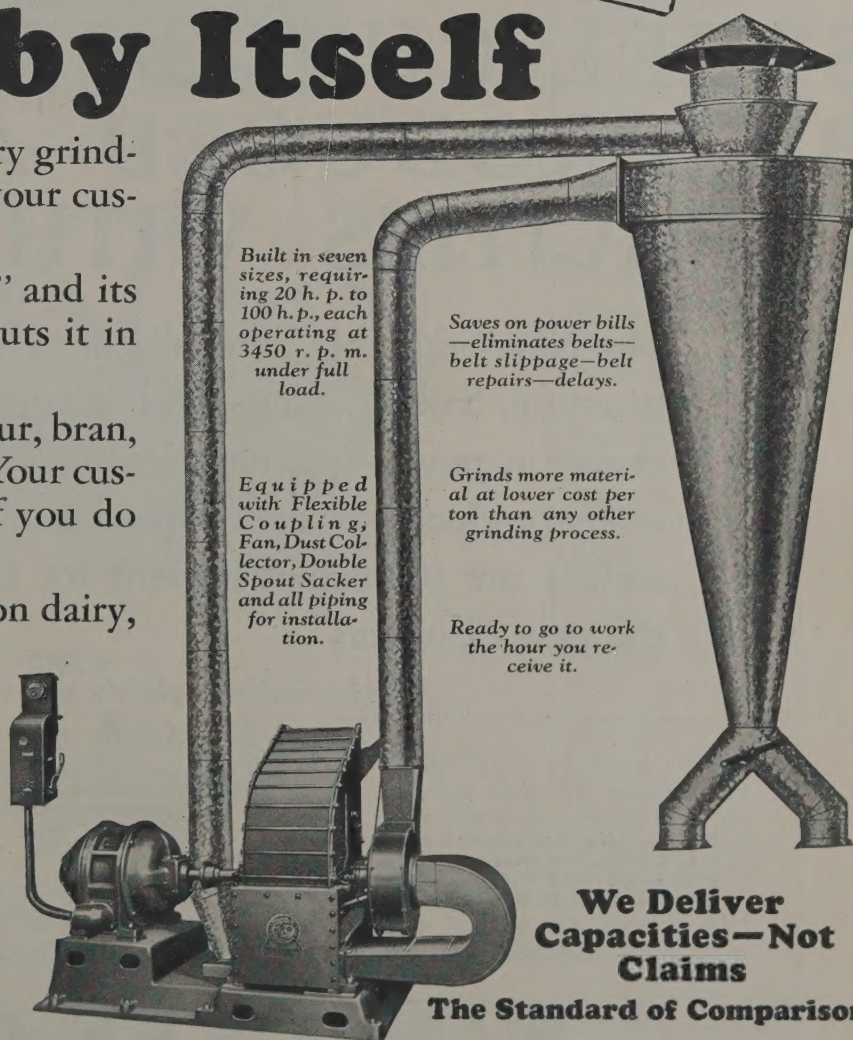
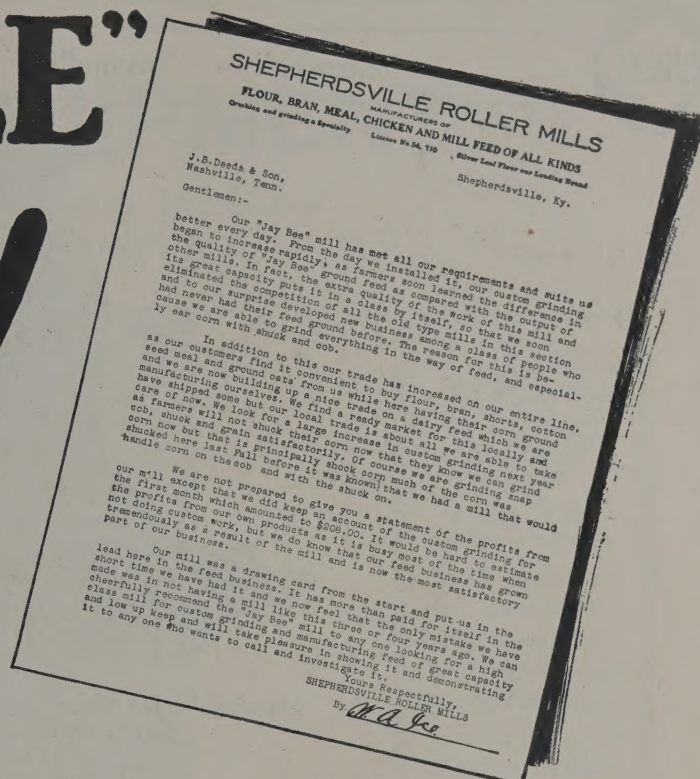
Sizes and Styles to meet every grinding requirement. Write for descriptive literature. We can show you how to increase your business.

**J. B. SEDBERRY, Inc.**  
**184 Hickory St. • Utica, N. Y.**

**J. B. SEDBERRY CO., 819 Exchange Avenue, CHICAGO, ILL.**

**JAY BEE SALES CO.**

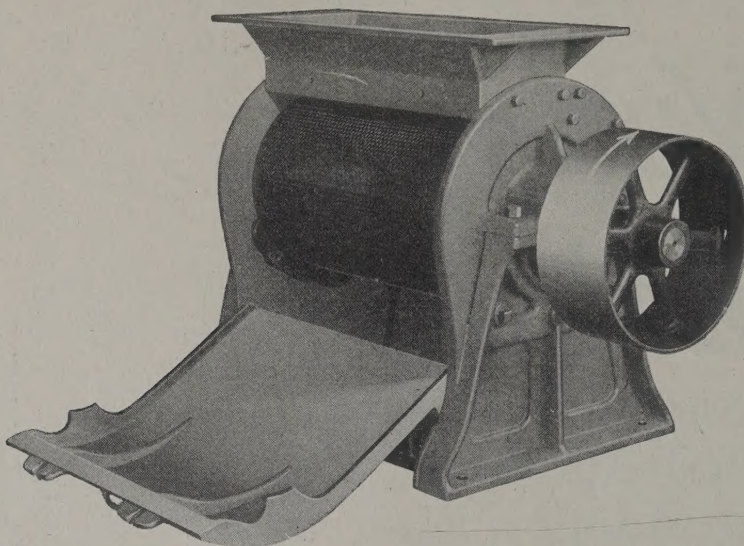
446 Live Stock Exchange Bldg., Kansas City, Mo. 311-312 Terminal Warehouse Bldg., Omaha, Neb.







"Eureka" - "Invincible" Grain Cleaning Machinery



Showing "Open Door" Accessibility and Large Area One-Piece Screen on New "Eureka" No. 1-B Cutter

# STEEL-CUT CORN CAN NOW BE PRODUCED AT GREATER CAPACITIES WITH LESS POWER

The New Series of "Eureka" Corn Cutters enables you to make beautiful, Sales-inviting goods at greater capacities with no increase in power consumption and with a reduced percentage of by-product. Scientific placing of knives and more screen surface are prominent reasons for the phenomenal success of the new "Eurekas".

*Superior design is plainly shown in Series G Photos  
Ask for them!*

#### REPRESENTATIVES

Edw. P. Lacey, 5645 Stewart Ave., Chicago, Ill.  
J. Q. Smythe, 3142 Bellefontaine St., Indianapolis, Ind.  
F. E. Dorsey, 3850 Wabash Ave., Kansas City, Mo.  
Dwight Dill, 700 N. Winnetka Ave., Dallas, Texas.

B. M. Estes, 1429 Allston St., Houston, Texas.  
Geo. S. Boss, Grand Hotel, New York City.  
W. M. Montz, Sinks Grove, W. Va.  
Bert Eesley, Box 363, Fremont, O.

Special Sales Agents: Strong-Scott Mfg. Co., Minneapolis, Minn.

Canadian Representative: Strong-Scott Mfg. Co., Ltd., 50 Front St. E., Toronto, 2, Ont., and Winnipeg, Man.

## S. HOWES CO., Inc.

### INVINCIBLE GRAIN CLEANER CO. SILVER CREEK, N.Y.

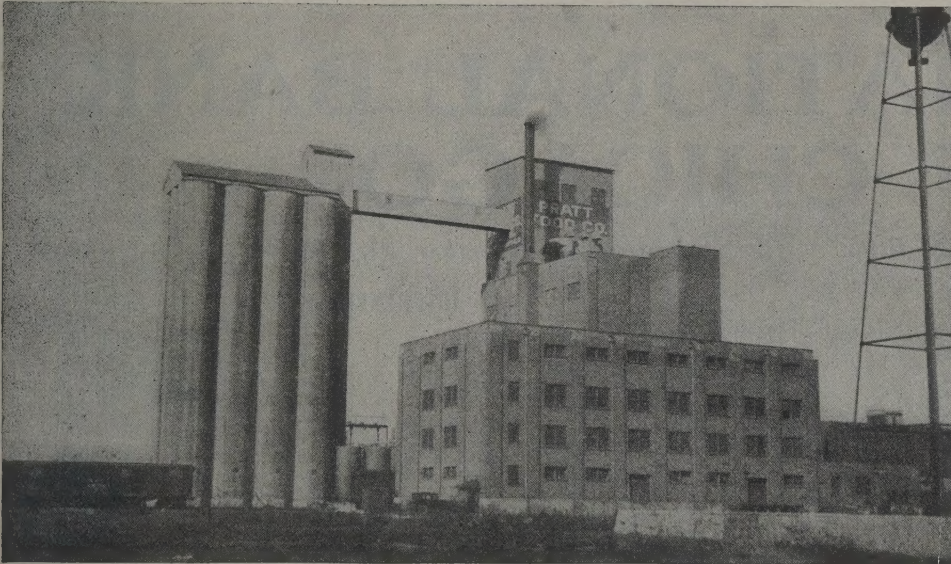


"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY



# WELLER EQUIPMENT

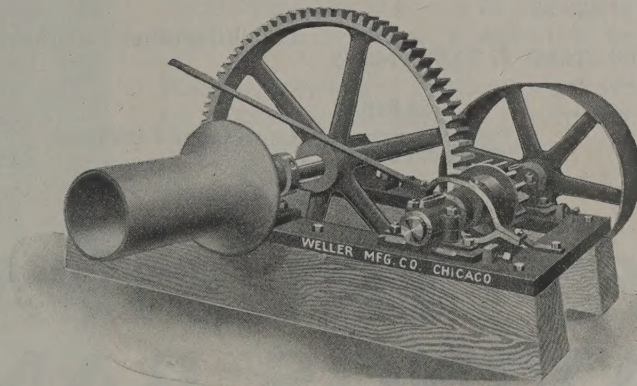
*The Better Kind of Grain Handling Machinery*  
FOR THE LARGE OR SMALL ELEVATOR



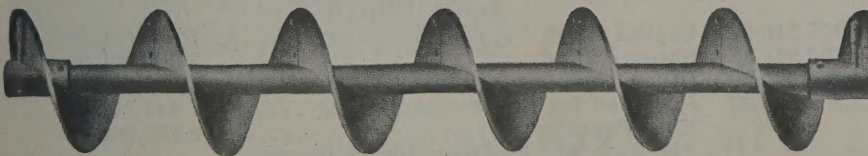
90-Car Grain Storage Plant of Pratt Food Company, Hammond, Ind.  
Weller Manufacturing Company units included in its equipment.

## WELLER CAR PULLERS

Capacities 2 to 18 Cars. For  
Wire or Manila Rope Direct  
Connected or For Belt Power.



## WELLER SPIRAL CONVEYORS



Cold Rolled Steel Sectional Flights. Wear Long. Evenly Balanced. Run True.  
Interchangeable with All Standard Makes.

We Also Make

Aluminum, Brass, Cast Iron, Copper, Galvanized, Monel Metal and Tinned  
Spiral and Ribbon Conveyors

*Send Us a List of Your Requirements We Will Quote Prices*

Weller made products are sold  
on the basis of quality. In-  
stalled in your elevator they will  
help you to operate at full  
capacity at the lowest cost for  
upkeep. Frequent shutdowns  
and waiting for repairs dissi-  
pate your profits.

*Your Inquiries and Orders will be Appreciated*

# WELLER MFG. CO.

Main Office and Works—1856 N. Kostner Ave.

Chicago, Ill.



A few of the  
Weller Products

- Apron Conveyors
- Belt Conveyors
- Drag Conveyors
- Mixing Conveyors
- Spiral Conveyors
- Bucket Elevators
- Elevator Buckets
- Elevator Boots
- Elevator Casing
- Elevator Heads
- Barrel Elevators
- Sack Elevators
- Elevator Spouts
- Loading Spouts
- Dock Spouts
- Truck Dumps
- Wagon Dumps
- Hoppers
- Power Shovels
- Car Pullers
- Rope Drives
- Pulleys
- Hangers
- Friction Clutches
- Chain
- Sprockets
- Etc.





# FIRST NATIONAL BANK OF CHICAGO

Statement of Condition at Close of Business December 31, 1927

ASSETS		LIABILITIES	
Loans and Discounts .....	\$237,103,600.56	Capital Stock paid in .....	\$ 15,000,000.00
United States Bonds and U. S. Certificates .....	4,014,097.67	Surplus Fund .....	15,000,000.00
U. S. Bonds to Secure Postal Savings Deposits .....	780,000.00	Other Undivided Profits .....	5,043,360.17
U. S. Bonds to Secure U. S. Deposits .....	700,000.00	Discount Collected but not Earned .....	1,229,210.14
Other Bonds and Securities (market value) .....	5,872,803.00	Dividends Declared but Unpaid .....	822,585.50
Real Estate (Bank Building) .....	4,436,043.46	Reserved for Taxes .....	2,029,326.86
Federal Reserve Bank Stock .....	900,000.00	Liability Account of Acceptances .....	6,189,448.01
Customers' Liability Account of Acceptances .....	5,006,654.49	Bills Payable and Rediscunts .....	8,850,907.26
CASH RESOURCES		Time Certificates of Deposit .....	\$ 1,050,000.00
Due from Fed. Res. Bank .....	\$27,731,137.56	Time Deposits .....	26,711,865.87
Cash & Due from Banks .....	43,206,628.86	Demand Deposits .....	246,448,171.17
	70,937,766.42		274,210,037.04
Other Assets .....	54,649.21	Liabilities other than those above stated	1,430,739.83
	\$329,805,614.81		\$329,805,614.81
		Contingent Liabilities	under Commercial and Travellers Letters of Credit Guaranteed by Customers. \$6,507,467.39

# FIRST TRUST AND SAVINGS BANK

Statement of Condition at Close of Business December 31, 1927

ASSETS		LIABILITIES	
Bonds and Securities .....	\$ 46,955,219.62	Capital Stock .....	\$ 7,500,000.00
Time Loans and Discounts .....	50,890,848.82	Surplus Fund .....	7,500,000.00
Federal Reserve Bank Stock .....	450,000.00	Other Undivided Profits .....	5,231,420.40
Bank Premises (Equity) .....	3,209,336.32	Reserved for Interest and Taxes .....	1,944,800.10
Demand Loans .....	\$29,987,215.40	Bills Payable .....	2,550,000.00
Due from Fed. Res. Bank .....	5,599,698.02	Liability as Endorser on bills purchased and sold .....	4,234,890.35
Cash & Due from Banks .....	8,957,061.45	Time Deposits .....	\$95,148,795.92
	44,543,974.87	Demand Deposits .....	21,362,395.24
Other Assets .....	339,706.59	Liabilities other than those above stated	116,511,191.16
	\$146,389,086.22		916,784.21
			\$146,389,086.22

Combined Capital, Surplus and Profits . . . \$ 55,274,780  
 Combined Deposits . . . 390,721,228  
 Combined Resources . . . 476,194,701

Frank O. Wetmore, Chairman  
 Melvin A. Traylor, President

Dearborn, Monroe  
 and Clark Streets



## MODERNIZE WITH WEBSTER EQUIPMENT

TRANSFER GRAIN ELEVATOR  
GREENVILLE, NEW JERSEY

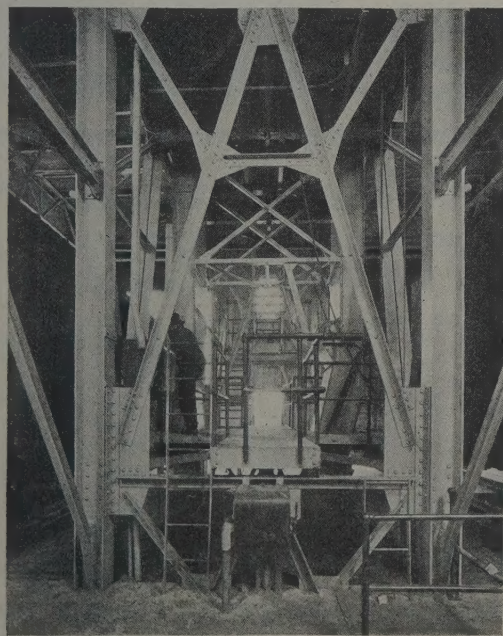
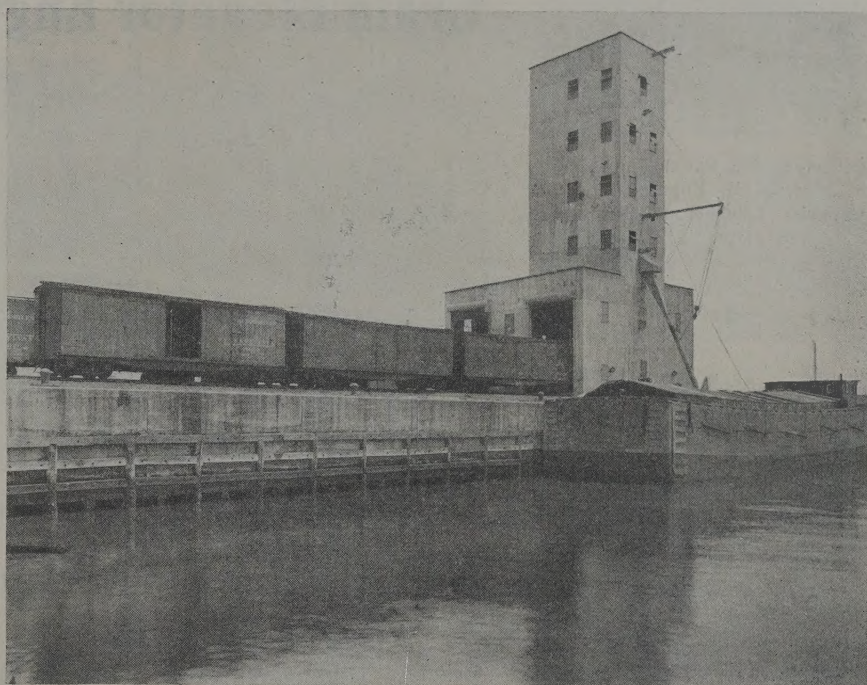
Built for  
THE NORTHERN CONTRACTING CO.  
Operated by  
WESTERN STEVEDORING COMPANY

Designed to transfer grain received in carload shipments over the Pennsylvania Railroad to barges for subsequent shipment into ocean going vessels.

Grain is received in cars on two parallel tracks running through the house and unloaded with two pairs of Clark-Beatty Power Shovels into track hoppers which discharge into elevator boot.

The track hoppers each have a capacity of one carload. Capacity of elevator is 15,000 bushels of grain per hour.

A Webster double drum car puller is located in the basement and is used to pull loaded cars into the elevators. The entire plant was designed and engineered by The Webster Mfg. Company.



Installations like this are an indication of our ability to meet modern requirements in design, manufacture and operation.

Webster designs and builds all types of grain handling machinery including belt conveyors, trippers, elevators, screw conveyors, dock spouts, distributing spouts, marine legs, power shovels, car pullers, etc.

This organization—with over fifty years of experience in designing and building suitable grain handling and market engineering skill and resourcefulness—is at your service.

We Make

Equipment for the Large and Small Elevator  
Feed Mills, Flour Mills, Cereal Plants, etc.

Write Us

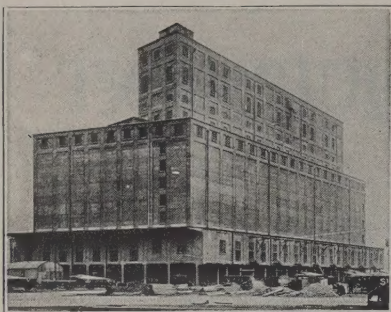
THE WEBSTER MFG. COMPANY  
1856 N. Kostner Ave.  
CHICAGO

# WEBSTER

For Prices on

## GRAIN HANDLING EQUIPMENT

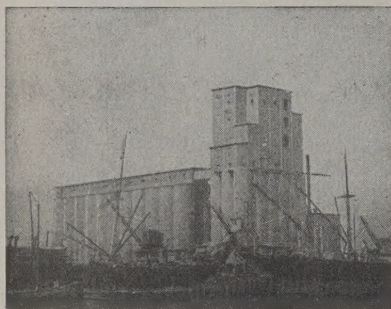




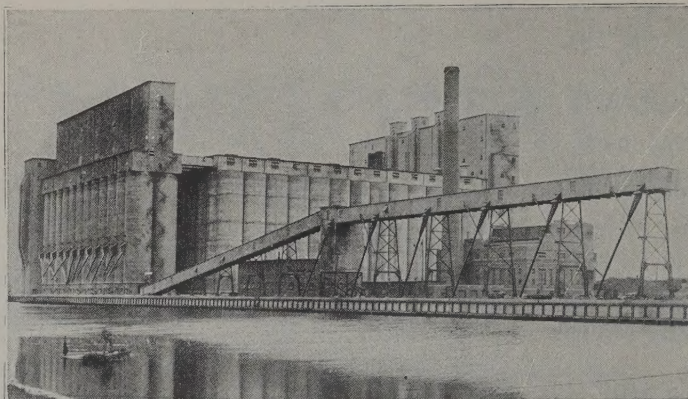
**Manchester Ship Canal Elevator**  
Manchester, England  
Capacity 1,500,000 Bushels  
Completed 1914



**Buenos Aires Elevator Co.**  
Buenos Aires, Argentina  
Capacity 750,000 Bushels  
Completed 1920



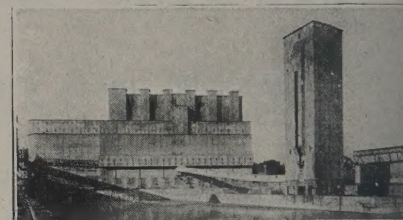
## John S. Metcalf Co. Grain Elevator Engineers



**Chicago & North Western Railway Elevator**  
South Chicago, Illinois  
Capacity 10,000,000 Bushels  
Completed 1920

### OFFICES:

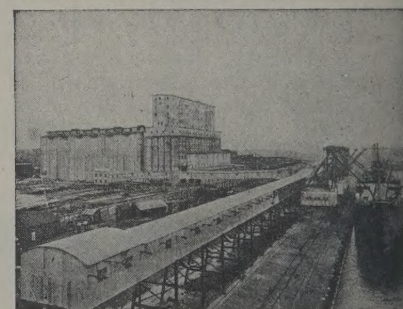
Chicago, Illinois, - - - 111 W. Jackson Blvd.  
Montreal, Canada, - 434 St. Francois Xavier Street  
Sydney, Australia, - - - - - Pitt Street  
London, England - - 33 Henrietta St., Strand  
Vancouver, B. C. - - - 837 W. Hastings St.



**Harbour Commissioners Elevator No. 2**  
Montreal, Quebec  
Capacity 2,600,000 Bushels  
Completed 1912



**Sydney Terminal Elevator**  
Sydney, Australia  
Capacity 6,400,000 Bushels  
Completed 1921

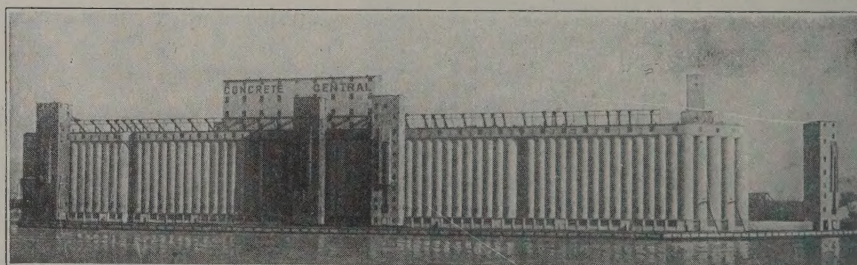


## MONARCH

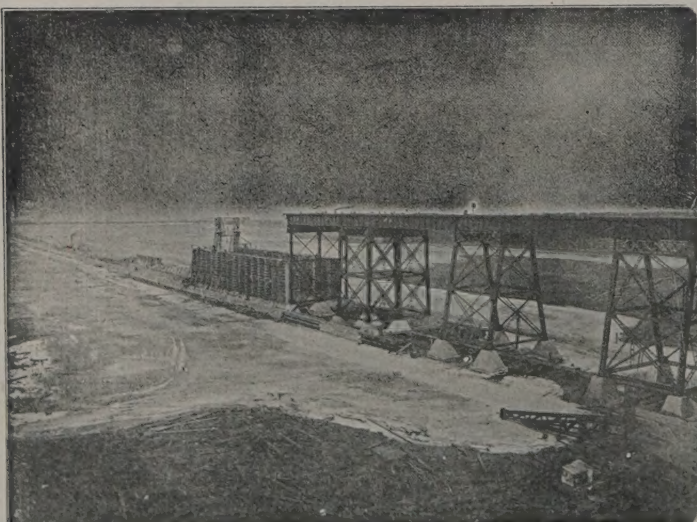
Built Elevators  
Assure You  
Economical Design  
First Class Work  
Efficient Operation  
and  
Satisfaction  
Let Us Submit  
Designs and Prices

**MONARCH ENGINEERING CO.**

One of the Modern Houses Which Has Made a Record  
for Rapid and Economical Handling  
**CONCRETE CENTRAL, BUFFALO, 4,500,000 Bu.**



**BUFFALO, N. Y.**



## The Barnett & Record Company

### GENERAL CONTRACTORS

Designers and Builders of

### Grain Elevators, Flour Mills and Heavy Structures

Reinforced Concrete and Steel Ore Dock constructed at Superior, Wisconsin, for the Allouez Bay Dock Company. Entirely Fireproof.

Write for Designs and Estimates

OFFICES:

Minneapolis, Minn.

Duluth, Minn.

Fort William, Ontario



# A. E. BAXTER ENGINEERING COMPANY

ENGINEERS AND DESIGNERS

OF

FIREPROOF MILLING  
AND ELEVATOR PLANTS

903-933 Ellicott Square

BUFFALO, N. Y.

## THE ZELENY THERMOMETER SYSTEM

When considering ways and means of reducing operating expense and eliminating the human element with scientific appliances, include in your budget an amount to cover the installation of

### THE ZELENY SYSTEM

When it is installed, the condition of your grain is always known or can be determined in a few moments by anyone. The superintendent can go home and enjoy a good night's rest with both eyes closed and be ready and refreshed for his labors the next day. He can handle those several extra carloads of grain and save demurrage charges because he knows the condition of the grain in the bins. Ask us for a price of the system installed complete.

ZELENY THERMOMETER COMPANY

542 SOUTH DEARBORN ST.

CHICAGO



## JAMES STEWART CORPORATION

ENGINEERS AND CONTRACTORS

FISHER BUILDING — 343 S. DEARBORN ST.

CHICAGO, ILLINOIS

W. R. SINKS  
PRESIDENT

THOMAS D. BUDD  
VICE-PRESIDENT

## L. A. STINSON CO.

Engineers and General Contractors

ELEVATORS, MILLS AND WAREHOUSES  
COMPLETE

332 So. La Salle Street Chicago, Ill.

General Overhauling and Improvements

## FEGLS CONSTRUCTION CO., Ltd.

ENGINEERS -:- CONSTRUCTORS

FORT WILLIAM, ONT.

MINNEAPOLIS, MINN.

DESIGNED for the years  
ahead—an advance we  
propose to maintain.

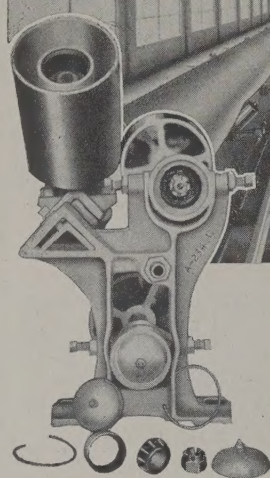
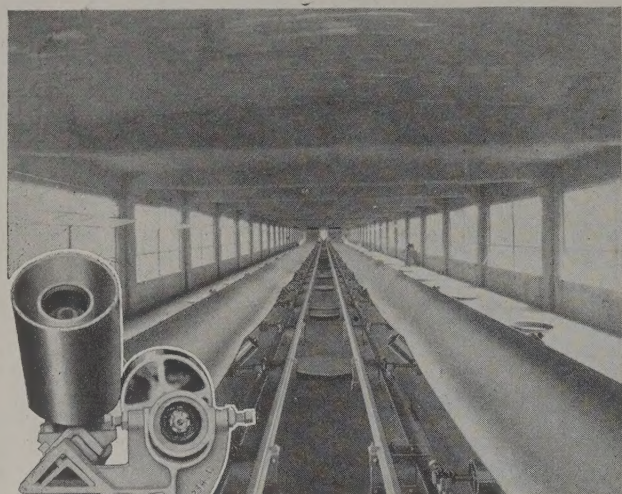


N. M. PATERSON CO.

2,500,000 Bu. Elevator

FORT WILLIAM, ONT.



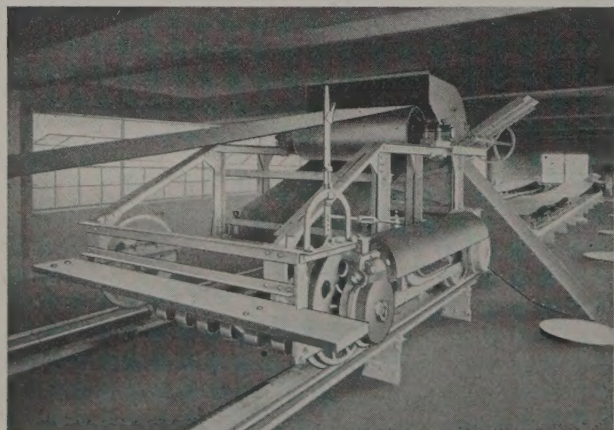


## **EHR SAM** TIMKEN-EQUIPPED **CONVEYOR** INSTALLATIONS

THE illustration above shows an "Ehrsam" Timken bearing-equipped conveyor—and the lower illustration shows an "Ehrsam" heavy duty self-propelling tripper—both just recently installed in an addition to a large southwestern elevator. Additional "Ehrsam" equipment was installed too. For the name "Ehrsam" stands for quality elevator equipment in the industry.

### **J. B. Ehrsam & Sons Mfg. Co.** ENTERPRISE, KANS.

Manufacturers of Machinery for flour mills, Cement Plaster Mills, Grain Elevators, Salt Plants, Coal Handling and Rock Crushing Systems, Fertilizer Factories, Power Transmission, Elevating and Conveying equipment.



## **MACDONALD ENGINEERING COMPANY**

### **CONSTRUCTING ENGINEERS**

*Designers and Builders of*

**GRAIN ELEVATORS, FLOUR  
MILLS, WAREHOUSES, ETC.**

*We Have Specialized in*

**CONSTRUCTION IN THIS FIELD FOR  
MORE THAN 40 YEARS**

*Sketches and Estimates Gladly Furnished*

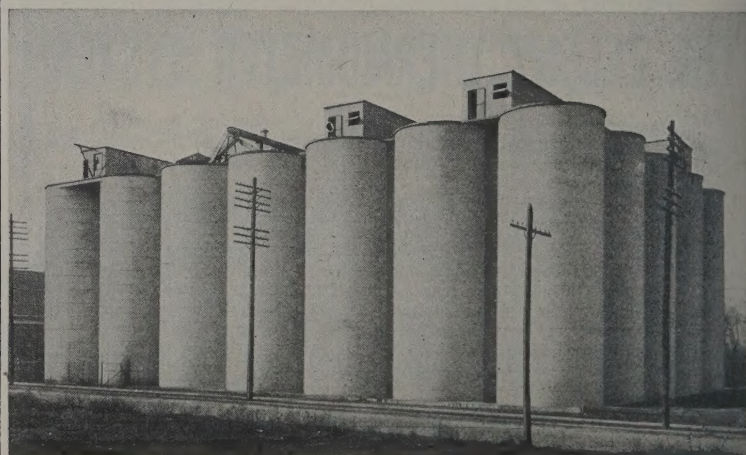
**MAIN OFFICE**

**53 West Jackson Boulevard, Chicago**

**NEW YORK**

**SAN FRANCISCO**

**TORONTO**



**CAPACITY 800,000 BUSHELS**

## **THOSE CONCERNED**

Or even casually interested in concrete grain storages notice and usually comment on the accurate alignment, smooth walls, and clean cut appearance of

## **POLK SYSTEM BINS**

**We Design and Erect**

*Send us your inquiries.*

## **POLK GENUNG POLK CO.**

**FORT BRANCH**

**INDIANA**



**BALTIMORE & OHIO  
TERMINAL GRAIN  
ELEVATOR  
BALTIMORE, MD.**

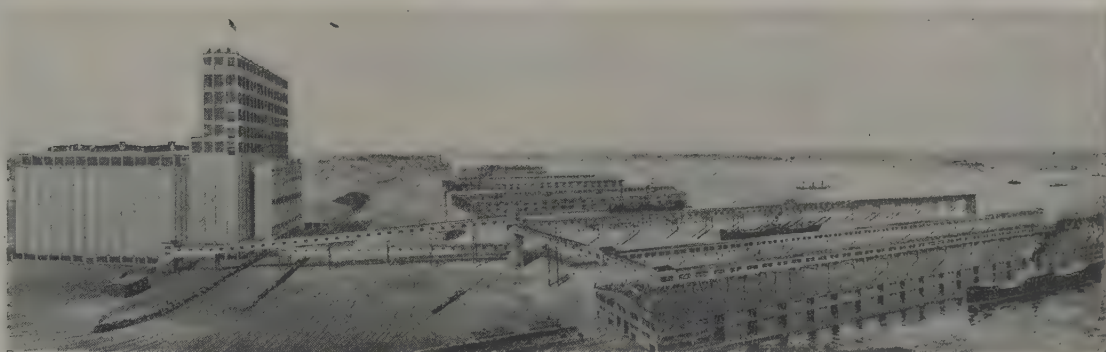
CONSTRUCTED BY

**THE M. A. Long CO.**

Engineers and Constructors  
Grain Elevator Department

806 POSTAL TELEGRAPH  
BUILDING  
CHICAGO, ILL.

Baltimore Office: Ten West Chase Street



*The Most Efficient Grain Handling  
Plant in the World*

*Capacity 3,800,000 Bushels*

## JONES-HETTELSATER CONSTRUCTION CO.

Designers and Builders

**MILL BUILDINGS :: ELEVATORS  
FEED PLANTS**

708-9 Mutual Building, Kansas City, Mo.

## WELLER METAL PRODUCTS CO.

327 So. La Salle Street  
CHICAGO, ILL.

PLANT, HAMMOND, IND. TELEPHONE WABASH 1638

**BUCKETS, HOPPERS, LEG CASINGS  
SHEET METAL WORK  
AND  
CONVEYORS OF ALL KINDS**

## Burrell Engineering & Construction Co.

Designers of Grain Elevators' Flour  
Mills and Associated Buildings

513 West Jackson Boulevard

Chicago, Ill.

## The Genuine Humphrey Elevator

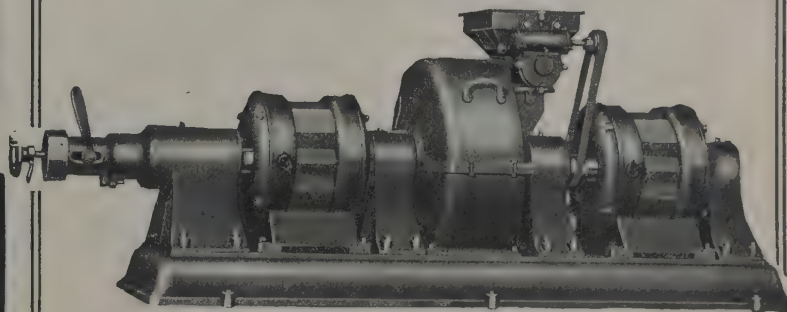
Write for Money-Making  
Information

**Humphrey Elevator Co.**  
800 Division St. Faribault, Minn.

*Men do more when they  
ride instead of climb*



## MONARCH



### THE FEED GRINDER THAT MAKES BUSINESS BETTER

You can better your business with this  
Modern Feed Grinder. It grinds grain into  
meal suitable for cows, poultry, pigs, etc., and  
does it faster and better. Farmers just natur-  
ally favor the Monarch Equipped Elevator.

Let us give you some interesting facts about  
its construction and low cost of operation.  
Ask for Catalog BD.

### SPROUT, WALDRON & CO.

1203 Sherman St.

Muncy, Pa.

Chicago Office - 9 So. Clinton St.  
Kansas City Office - 612 New England Bldg.  
San Francisco Office - 726 Harrison St.

THE MONARCH MILL BUILDERS



## ATTRITION MILL

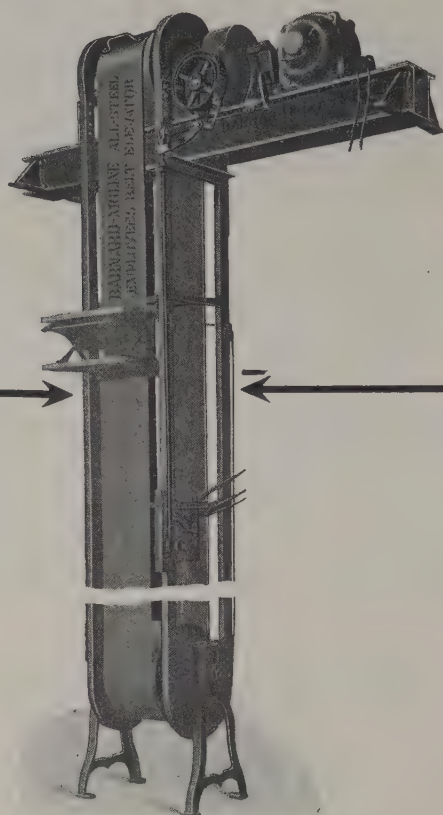
**ROPP'S CALCULATOR**—Invaluable for grain  
operators. Tables show  
at a glance the value of wheat, corn, rye, oats, barley  
seeds, etc., at all market prices per bushel. Trade dis-  
counts, stock tables, capacity tables, short-cut arithmetic.  
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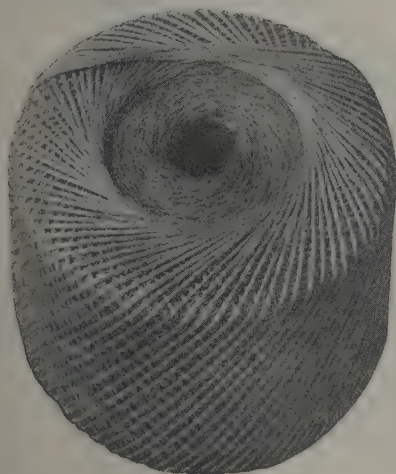


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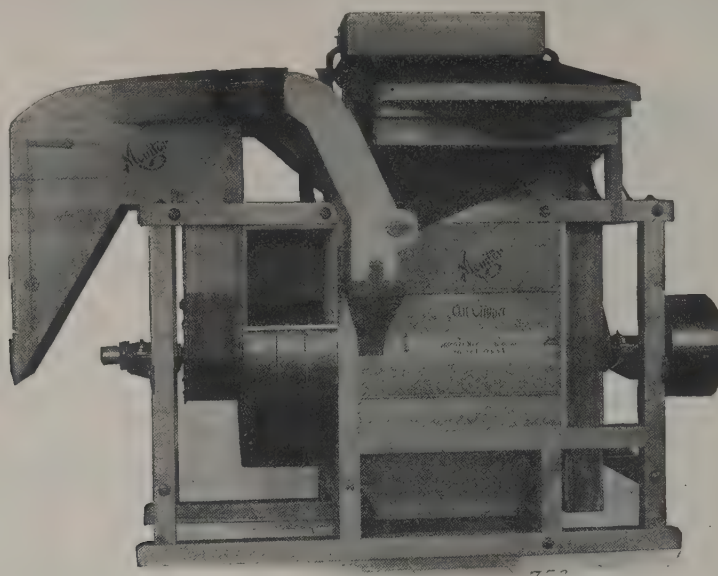


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Each fitted with the steel frames, which are proving so popular.

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Established in 1882.

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ELEVATOR AND

GRAIN TRADE



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Established in 1882.

VOL. XLVI

CHICAGO, ILLINOIS, MARCH 15, 1928

NO. 9

# Canadian Plant Builds Large Addition to Elevator

## Quaker Oats Company Adds 600,000-Bushel Concrete Storage Unit to the Three Units Already Operating at Saskatoon, Sask., Giving Them an Aggregate Storage at This Point of 1,250,000 Bushels

MORE than 90 per cent of the wheat produced in Canada is grown in the Provinces of Manitoba, Saskatchewan and Alberta—commonly referred to as the "Prairie Provinces." In this region, needless to say, agriculture is the most important activity and the production of wheat is the chief occupation of the farmers. In these three provinces there are 256,000 farms, which on the basis of the 1926 crop of 383,440,000 bushels, gave in that year a production of nearly 1,500 bushels per farm. However, when making comparisons, it must be kept in mind that there are areas within these provinces in which oats, barley and flax are grown extensively, and other regions in which the growing of livestock predominates, so that the output of wheat per farm annually in the exclusive wheat areas will be much larger than this average of 1,500 bushels.

Carrying the comparisons further, the United States Bureau of Agriculture recently pointed out in a bulletin that the population of Canada is given as 9,364,200, and that of the three provinces in question is 2,141,000. On the other hand, the percentage of rural population, as shown by the census of 1921, was 57, 71 and 62 respectively for Manitoba, Saskatchewan and Alberta. All of this indicates very clearly that the net income from the production of grain—and especially wheat—is the index of prosperity of western Canada and to a large extent for the Dominion.

In 1885, the Canadian Pacific Railway was completed across Canada, thus providing an eastern outlet for grain from the Prairie Provinces. A region which in 1871 had only 25,228 inhabitants had increased its population by 1925 to over 2,000,000 people. In 1899, the Royal Commission reported that it found "little, if any competition" in the making of prices at country points. The apparent monopoly of elevator companies was the cause of much complaint between 1887 and 1898. While it is true that conditions are much different today, it can be seen that as milling facilities were developed in these provinces, and the necessity for long haul freight was somewhat reduced, there was some hope of alleviating a few of the unfavorable factors.

It was in 1909 that the Saskatoon Milling Company commenced building the plant which was purchased a few years later by the Quaker Oats Com-

pany. This company is now more than half way into its second decade of operating the plant at Saskatoon, Sask., and has had occasion several times to erect increased storage units.

Originally, the mill was built for a 500-barrel capacity, and it was continued as such until 1916, when additional machinery was installed, thus bringing it up to its present capacity. It is rated conservatively at 1,250 barrels, and the business handled is largely domestic in nature.

It was only about seven years ago that the Quaker Oats Company completed what was then called its new elevator at Saskatoon, the work having been in charge of the Canadian department of the Leonard Construction Company of Chicago. Only a year before that, the same construction company had supervised the erection of the oatmeal unit. Elevator "B," which was completed at

large warehouse, the workshop and a concrete boiler house.

All these buildings at that time were connected with conveyors or spouts, so that there has always been great flexibility in the movement of grain, as well as the completed products. The conveying machinery was provided by the Weller Manufacturing Company, of Chicago, Ill.

Grain storage had by that time been provided for half a million bushels; and now the company has just put in operation another storage unit, which was also erected by the Leonard Construction Company.

With this latest elevator unit completed, the storage capacity has been brought up to a total of 1,250,000 bushels. The latest unit holds 600,000 bushels and comprises reinforced concrete tanks measuring 20 by 91 feet. The new construction included 24 cylindrical tanks and 14 interstice tanks. The old Elevator "A" had four tanks, 20 by 68 feet, Elevator "B" was a square workhouse, 150 feet in height; Elevator "C" included 16 tanks measuring 20 feet by 91 feet; and the new unit will be designated as Elevator "D."

The present receiving capacity is 20 cars of grain in 10 hours, and the shipping facilities are also adequate for handling 20 cars in 10 hours. With the aid of two grain cleaners, 4,000 bushels per hour may be cleaned. The cleaners are Monitors, supplied by the Huntley Manufacturing Company, Tillsonburg, Ont. (and also Brocton, N. Y.), and there is also a disc machine.

The city current is used for electric power to operate the plant, and 23 electric motors are in use. These afford power for the car-pullers as well as other facilities, and 420 horsepower is being used. There are 15 belt conveyors in the four elevators mentioned above ("A," "B," "C," and "D"), above and below the tanks. This includes 100 feet of 20-inch, 170 feet of 24-inch and 2,775 feet of 30-inch. On the other hand, 650 feet of leather belt has been used for drives.

For unloading, Clark Power Shovels are used. There are two track scales, as well as two hopper scales, the latter provided by Fairbanks, Morse & Co., Chicago. The Zeleny Thermometer System has been installed to regulate temperature in the storage bins. For fire protection, there is a complete sprinkler system in addition to other safety



PLANT OF THE QUAKER OATS COMPANY, SASKATOON, SASK.

that time, was 150 feet high, and measured 30 feet by 100 feet on the ground plan. Its capacity was rated at 100,000 bushels, and it was separated from a long storehouse by a drier house in which is located a 500-bushel Hess Drier.

There were tracks on either side of these units, and across the tracks on one side was situated the flour mill, five stories high and of brick construction. Elevator "A" and Elevator "C," of 75,000 and 200,000 bushels' capacity respectively, are also located here. On the other side of Elevator "B" is the oatmeal mill, which occupies a ground area measuring 70 feet in length and 42 feet in width. It is five stories high at the milling end and three stories at the packaging end. This is also brick and thoroughly protected against the fire hazard. Along the tracks on this side there were also placed a



devices. Four Sprout, Waldron & Co. Trippers are in use, and the plant has two suction systems.

Wheat, oats and barley are the chief grains handled, and approximately 3,000,000 bushels pass through the Quaker Oats Company's elevators at Saskatoon in the course of a year's business. J. W. Hilborn is the head miller under whose direction the milling is done.

## SLAVS PROBE PROTEIN GROWTH

Slavic grain experts, the International Institute of Agriculture announces, have determined that during the waxy stage of ripening, Soft wheat grains store nearly 95 per cent of their final weight. The speed of storing starch and protein, it was found, decreases gradually with progress in the development of the grain.

In nearly every case and for every kind of wheat, it was proved that the maximum amount of dry matter in the kernels is not to be found at the end of the ripening period, but before. Kernel weight toward the end of the ripening process decreases "owing to the introduction of unknown processes."

## GRAIN WEIGHT BILL PASSES HOUSE

Standard weights and measures for wheat, rye, and corn feeds and products would be established under provisions of the House of Representatives Bill No. 9040, which was passed the last day in February. Congressman Perkins, of New Jersey, introduced the measure.

The bill would establish 100 pounds as the standard bag weight and prohibit packing most grain products in any container not a fraction or multiple of the standard capacity. Export products are excluded in the third section of the bill.

## PATTEN GAVE OIL BONDS TO HOSPITAL

James A. Patten, Chicago grain operator, revealed to the Senate oil inquiring committee that he disposed of \$25,000 of the now famous Continental Trading Company bonds which were turned over to the Republican National Committee by Harry F. Sinclair in 1923. "I wondered why Upham (formerly Republican Committee treasurer) gave the bonds to me," said Mr. Patten when he was before the Senate committee last week, "instead of selling them in New York, the best market in the world." Mr. Patten said he pondered over what to do with the securities, and finally gave them to a hospital to which he had promised a \$25,000 contribution.

## DISCUSS GRAIN PORT RATES

While Congressmen in Washington, D. C., were proposing to find out by what authority the Interstate Commerce Commission could reduce rates for one industry, such as agriculture, and boost rates for another to make up the loss to the railroads, the Hoch-Smith grain rate inquiry continued at its normal pace in Chicago.

Duluth, Milwaukee, New York, New Orleans, and other export grain shipping points have been represented this month before the I. C. C. rate judges.

Walter R. Scott, of the Kansas City Board of Trade, said his market would welcome the establishment of a fixed factor beyond Kansas City, if joint through rates on a lower basis, from producing territory to destination, were not established. He had proposed a reduction in the present proportional rate of 30½ cents from Kansas City to Gulf ports to 23½ cents, and the elimination of transit balances. He said 23½ cents was the transit balance under the present arrangement from the Kansas producing territory taking a local rate of 18 cents into Kansas City. It was his contention that, to the extent that there was a movement of wheat from Kansas, Nebraska, and eastern Colorado to the Gulf, it moved on transit balances less

than the proportional rate and that the lower proportional rate was necessary if the Gulf ports were to be open to any considerable movement from that territory. He said he favored the broadest possible equalization of the ports.

## OHIO INDEPENDENTS STRONG

Less than half the 613 elevator companies in Ohio were farmer owned in 1924, reports L. G. Foster, author of "Economic Aspects of Ohio Farmers' Elevators," a 78-page bulletin published by the Agricultural Experiment Station staff at Wooster, Ohio. Information is given of the formation of the first Ohio farmer company in 1904, and of the progress made up to 1924 when 43 per cent of elevators were co-operatives.

A field survey of the good and bad points found in the management of 265 farmer concerns, is included in the bulletin.

## SUPREME COURT RULING ENCOURAGES POOL FANS

Federal and state laws declaring expressly or in effect that farmers' co-operative associations shall not be deemed monopolies, combinations, or conspiracies in restraint of trade, and that contracts made by such associations with their members are legal, are upheld at least by implication by the Supreme Court of the United States in a decision handed down February 20, in the case of a warehouse company *versus* the Burley Tobacco Growers' Co-operative Marketing Association.

This decision, says Secretary of Agriculture Jardine, is of far reaching importance because, in addition to validating Kentucky's co-operative marketing laws, it virtually upholds the Federal Capper-Volstead Act, section five of the Clayton Act, and the co-operative marketing statutes passed in 42 states. In the Kentucky case judgment was affirmed against the independent warehouse company which bought tobacco from a member of the Burley association, after being notified that delivery of the tobacco to it would constitute a violation of the member's co-operative contract.

## SCALE LOSS 55 POUNDS

Because of the higher price of grain and the closer margin on which it is handled, there is an emphatic demand today for close inspection of car conditions, P. D. Quist, Minnesota State Weighmaster, told farmer elevator operators convened in Minneapolis last month. During 1927, more than 20,000 carloads of grain were handled out of the terminal storage elevators to the mills with an average loss of 67 pounds per carload, Mr. Quist said. "During January, 2,459 cars were handled with an average loss of 55 pounds per carload."

Grain cannot be handled on such a close margin between country elevators and terminal markets unless there is a decided improvement in country elevator scales and equipment, Mr. Quist declared.

"There has been a decided improvement in car conditions during the last few years," Mr. Quist added. "During the war, when all kinds of cars were used in the northwest for carrying grain, leaky cars averaged 16 per cent, while today it is less than 6 per cent. Capacity of cars has doubled since 1900."

## NEW TREND IN CO-OPS

The "ballyhoo" days of agricultural co-operation have passed. No longer is the "sign 'em up" campaign the chief aim of farmer business organization. Agricultural co-operation today, says Chris L. Christensen, of the United States Department of Agriculture, is emphasizing better marketing services and increased business efficiency.

Three distinct phases of agricultural co-operation since 1905 are cited by Mr. Christensen, who is in charge of the Division of Co-operative Marketing in the Bureau of Agricultural Economics. In the 15 years from 1905 to 1920, he says, large gains

were made in the number of farmers' elevators, livestock shipping associations, co-operative creameries and fruit-packing associations. These were typically local in nature and relatively small in annual overturn. They were designed to perform the first stages of the marketing process.

From 1918 to 1925 the formation of large-scale marketing organizations was a striking feature of co-operative development.

## CO-OPERATIVES ENJOY INCOME-TAXLESS MARCH 15

Among the advantages of elevator companies formed along co-operative lines, exemption from payment of income tax is perhaps the most important. This was the timely suggestion made recently by Lloyd S. Tenny whose 14-word title lends authority to his utterance. Mr. Tenny, Chief of the Bureau of Agricultural Economics of the United States Department of Agriculture, declared that reduction in per bushel handling costs remains as one of the main problems before American co-operative elevators.

After acknowledging the progress already made by the co-operative elevator movement, the bureaucrat advocated an extension of activities through the organization of farmer-owned terminal marketing agencies.

## COOLIDGE TO PAY INSURANCE CLAIMS OF GRAIN MEN

Out of the \$67,000,000-profit turned over to the Federal treasury by the United States Grain Corporation at the close of the World War, grain dealers and elevator companies now are to be paid about \$1,000,000 in back claims. The resolution authorizing President Coolidge to make payment, announced in our last issue, now has been reported upon favorably by the Senate Committee on Agriculture and Forestry. Senator Shipstead of Minnesota is responsible for terminating the Government's 10-year delay in settlement.

Large line elevator companies had their claims settled long ago, but few, if any of the small independent and farmer elevators received anything. The claims originated when, in order to make effective the Federally guaranteed grain price in war time, elevators entered into a special contract with the Grain Corporation. The contract provided that the corporation pay to the dealer an amount to cover insurance and interest at the rate of 7/20 of a cent per bushel when the dealer was unable to ship, in any week, 20 per cent of the amount of wheat in his elevator. The car shortage caused this contract to become operative in thousands of cases, and nearly 4,000 claims still are outstanding.

George T. Simpson, of Minneapolis, is attorney for 985 grain dealers with claims aggregating \$142,994.

## SENATE STRIKES AT SHORTS

The Senate Committee on Agriculture and Forestry on March 3, ordered a favorable report to the Senate on the bill (S. 1093) introduced by Senator Caraway, of Arkansas, designed to prevent the short selling of either grain and cotton in futures markets.

Sepator McNary, chairman of the Committee, announced the result of the action taken in executive session, where the vote was eight to five in favor of reporting the bill. The names of the senators voting for or against the motion to report the bill were not made public.

The bill prohibits the transmission of any message in any form offering to sell or buy cotton or grain without the expectation that the cotton or grain referred to shall be actually delivered under the contract. It would require telegraph companies and other agencies of communication to refuse to transmit messages in violation of the foregoing provision and provides penalties ranging from fines of \$1,000 to \$10,000 or imprisonment up to six months for violations of its provisions.



## Vancouver's Grain Exports Show Increase

**Facilities for Storing and Handling the Canadian Grain Crop Continue to Increase at Vancouver to Care for Greater Production**

By E. L. CHICANOT

INTEREST in the future of grain and flour exports by way of the Canadian Pacific Coast has become a good deal more pertinent by reason of the concentration from many directions upon the transportation problem of the Peace River country and the assurance of the early construction of a railway from that great, largely untapped territory which will give it outlet to the Pacific Coast and give impetus to the agricultural development of an area of tremendous potentialities as a wheat producer. The building of such a road must at once inevitably elevate the prestige of Vancouver and other Canadian Pacific Coast ports as grain shippers and thereafter an increasing volume of profitable traffic is assured them.

Vancouver, however, has not waited for this. For the last six years the premier port of the Dominion on the Pacific Coast has been steadily taking on greater importance as a shipper of grain and grain products produced on the great plains of the Northwest. Its standing in this regard reaches new heights this year, while developments of many kinds under way look to a yet greater future for the port in this connection, disregarding for the nonce the Peace River country as a factor.

Vancouver made its first shipment of wheat to the United Kingdom in 1921, its arrival at Liverpool in first class condition after having passed through the Panama Canal unexpectedly opening up a new and promising avenue of trade for the Pacific Coast port. Before the conclusion of that year a total of 1,347,337 bushels of wheat had been shipped. Since that time exports have steadily increased, the volume to leave the port each year being largely limited only by storage and handling facilities which were rapidly extended. In 1922, 14,463,883 bushels of grain left Vancouver; in 1923, 24,663,017 bushels; in 1924, 53,240,514 bushels; in 1925, 34,868,192 bushels; and in 1926, 44,439,337 bushels.

This year, according to every indication, shipments will considerably outstrip all previous records. The railways have been pouring grain into Vancouver, 6,316 cars being handled there during the month of October following the commencement of threshing on the prairies. A total of 6,000,000 bushels of grain were booked for November loading at the port, 20,000,000 bushels for December, and 10,000,000 bushels for January. Port authorities predict that a total of 75,000,000 bushels of grain will be shipped from Vancouver during the 1927-28 crop season, exceeding the previous record of the

port's grain exports by approximately 50 per cent.

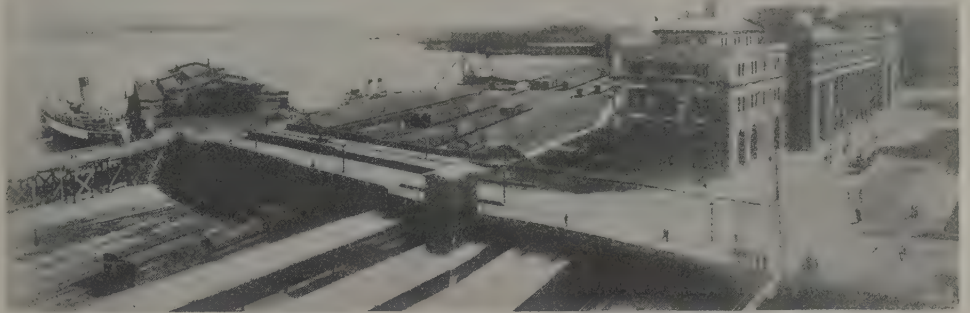
Vancouver has, of course, been receiving a steadily increasing volume of western grain since the adjustment of railway grain rates made it as cheap to ship from a point over the Saskatchewan border to the coast outlet as to the head of the lakes. It became only a matter of time and the provision of adequate storage and handling facilities at Vancouver until the movement of the crop was breaking evenly east and west. A factor in the stimulation of the grain flow to Vancouver in the present crop year has been the extraordinary crop production in that territory which Vancouver is coming to regard as essentially its own.

Vancouver's peak of grain shipment was reached in 1924 following the production of the record crop

in 1924 following the production of the record crop in Alberta. Alberta has again made crop history this year, producing the largest crop in its history and almost duplicating its world record of 1915. The final estimate of the Dominion Government credits the Rocky Mountain province with a total wheat yield of 178,519,000 bushels, as against the previous record of 166,800,000 bushels achieved in 1923. This year Alberta has accounted for over 42 per cent of the total prairie wheat crop. An average of 28.6 bushels per acre was received on 6,251,000 acres, as compared with an average of 31.2 bushels per acre over 2,138,031 acres received in 1915, which constituted a world record over such an extent.

An alternate outlet to the Gulf ports for grain to the United Kingdom has always been a desideratum to lessen the violent strain of transportation and the hectic bustle at terminals between harvesting and free-up on the St. Lawrence, which inevitably grows more acute each year. In 1921 when grain exports from Vancouver totalled about a million and a quarter bushels there were 51 liners sailing from that port to Europe. In 1926 with grain shipments of 44,000,000 bushels, liner sailings to the Continent were 217. In 1927 there were approximately 250 liners sailing to Europe. While generally reflecting the growth of the port's trade, this is more especially illustrative of the increasing grain traffic.

Though greatest significance has always attached to shipments to the United Kingdom, this country is by no means the only one to receive Canadian grain in bulk via the Pacific Coast and Panama Canal. Shipments also go direct to Belgium, Colombia, Denmark, eastern Canada, France, Germany, Holland, Italy, Malta, Norway, Peru, Straits Settlements and Sweden. While the prospects for increasing trade with all of these countries are very bright and the proportion of the grain re-



CANADIAN PACIFIC STATION ON HARBOR FRONT AT VANCOUVER

ceived via the Pacific Coast will be in ratio to the increasing movement from the prairies greatest interest attached to the markets across the Pacific. Though all space booked so far this year at Vancouver is for the United Kingdom and Europe, movement to Japan and China which will start later is expected to be quite brisk, and be a greater factor in augmenting the grain trade of the port.

That Japan has already resumed wheat imports on a larger scale after the temporary interruption is clear from recent trade figures. Statistics for the first three months of the present fiscal year show the Dominion's wheat exports to Japan, all of which pass out by the Canadian Pacific Coast, to have been 2,451,681 bushels, worth \$2,985,529, as compared with 1,565,668 bushels worth \$2,246,673



GRAIN ELEVATORS ON THE WATERFRONT AT VANCOUVER, B. C.



in the previous corresponding period. Thus the completed figures of the year should more closely approach the 10,640,632 bushels of 1925 and the 16,169,160 bushels of 1924. There is every expectation of their rising thereafter due to the steady turning of that country towards the consumption of the hard varieties of wheat.

Very clear evidence of Japan's anxiety to increase its trade with Canada, particularly the western provinces, has recently been given. Representatives of important Japanese business interests have been in Alberta with the declared purpose of increasing its purchases from that province. At the same time, the appointment of a direct representative of the Japanese Government in Canada for the promotion of trade has been advocated from both countries and is impending. A large share of the trade of the present and in prospect is in grain and grain products which should be the first to benefit by any trade stimulation.

At the same time wheat exports to China, which have suffered severely from the internal disturbances in that country, are again on the upgrade. The volume of shipment of wheat to China fell

from 5,206,820 bushels in 1924 to 2,396,474 bushels in 1925, rose to 7,167,109 bushels in 1926 and declined to 3,397,065 bushels in 1927. The figures of trade for the first three months of the present fiscal year show that export rose to 1,101,853 bushels, worth \$1,245,146, from 556,058 bushels, worth \$725,413 in the previous year.

The steady development of grain exports from Vancouver have naturally corresponded to increasing storage capacity and handling facilities at the port, which have been rapidly developed. Rapidly elevator capacity was brought up to 7,000,000 bushels and this is still being added to. The Alberta Wheat Pool recently let the contract for a terminal elevator at the port to have a capacity of 2,500,000 bushels. Facilities for the boat-loading of grain have been steadily increased and any possibility of a recurrence of the near congestion which occurred at the port a couple of years ago from limited equipment for the treatment of damp grain has been offset by the installation of a grain drier. Tributary to the port grain activities many subservient little industries connected with grain traffic have sprung up.

## Hints for the Elevator Millwright

### "Big Bill" Davis Cures an Engine Knock by Equalizing the Piston Travel and Bends a Cast Iron Door

By JAMES F. HOBART

TWO men drove up to the elevator to see Mr. Davis.

"I want you to come over to my elevator at Blanktown," said the man who had entered first. "There is a knock in our engine which the engineer can't locate."

"That is exactly the case at our elevator," said the second stranger. "Will you come over to our elevator, as soon as you get through at Blank's?"

"Just come along with us, Mr. Smith," said Mr. Blank. "Your elevator is only 10 miles from mine. Come along and be my guest until Big Bill gets through at my place, then you can take him right along to yours."

"What seems to be the trouble with your engine?" queried Big Bill Davis.

"A faint but very solid knock develops when the engine is started up in the morning, and gradually disappears after the engine has run for half an hour or so," replied Mr. Blank.

"That's just what is the matter with our engine," said Mr. Smith, "only our engine starts up all right and the knock develops after the engine has been running for a little while."

"Piston travel needs equalizing," said Big Bill, as they entered their cars and started for Mr. Blank's elevator.

#### LOCATING A PISTON KNOCK

"Mr. Davis," said Mr. Smith, as they alighted from their autos at the Blanktown Elevator, "how can both the knocks be caused by the piston, when in one engine the knock begins upon starting the engine, and gradually disappears, while in the other engine there is no knock until the engine has been running for a time, then, the knock starts and stays as long as the engine runs?"

"The piston is out of center in both engines," said Mr. Davis, "but in different ways. In Mr. Blank's engine, the connecting rod is a little too long and drives the piston almost against the head end of the cylinder. Then, Mr. Smith, after the engine has run for a few minutes, the piston rod and connecting rod become warm and expand and becoming slightly longer, force the piston against the cylinder head, with the result that the knock is heard. In the other engine, the piston rod or the connecting rod is evidently slightly too short and the piston strikes against the crank end of the cylinder when the engine is first started; but as the ends become lengthened slightly by heat, the piston no longer strikes the cylinder head and the knock ceases."

#### LOCATING PISTON CLEARANCE

Upon being introduced to the elevator engineer and stating to him the cause of the cylinder knock,

the engineer shook his head dubiously and said, "I'll prove mighty sudden whether he is right or wrong," and, shutting down the engine, he removed the plugs from the indicator holes in the cylinder; then, with a little mirror, he threw a beam of light into each hole in turn, and endeavored to see how near the piston approached each head as the engine was alternately turned upon each head center.

"In some engines, the mirror and beam of light work all right," Mr. Davis told the engineer, "but in other engines, the method will not work at all satisfactory. Neither will the testing of the piston clearance with a small wooden wedge inserted through the indicator hole. Sometimes, the use of a small roll of sheet lead, used in place of the wooden wedge will work all right, but in cases where the piston hits the rod-hub against the cylinder head, instead of the outer edge of the piston hitting the head, all three mentioned methods fail."

"Then, what can be done?" asked the engineer.

"I'll show you a never failing way," said Big Bill, and accordingly, under his directions, the connecting rod was disconnected at one end and a fine vertical mark was made upon the edge of the crosshead, close to one of the slides, and about the middle of the cross-head length. Then, the piston was pushed back against the head end of the cylinder and a fine chisel mark was made upon the crosshead, exactly in line with the mark upon the cross-head. Then, the piston was pushed against the crank end of the cylinder and another mark made, fair with the mark on the cross-head. Then, the connecting rod was connected again, the engine started and the manner in which the mark on the cross-head vibrated between the two marks upon the guides showed at a glance just where in the cylinder, the piston travel took place. It was shown by the marks the piston actually touched the dead end of the cylinder after the engine had been running for a few minutes, and this evidence, backed by the audible knock, proved Mr. Davis to be right in his diagnosis of the case.

"I'll mighty soon stop that trouble," said the engineer as he shut down the engine and put in shims and shuffled wedges in the wrist pin and crosshead connections of the rod, until the cross-head mark vibrated evenly between the two marks upon the crosshead slides.

"There," said the engineer as he finished the work, "I reckon that confounded knock has been stilled forever, and I reckon equalizing piston travel will make the indicators look better, too."

"Mr. Smith," remarked Big Bill Davis as they left the Blanktown Elevator engine room, "There

will be no need of my going over to your elevator. Now that you have seen how to do it you can tell your engineer as well as I can."

"Yes, but I want you to go out there with me all the same for there is another matter I want you to look into."

At the Smith Elevator, it was found that the engine would "knock" viciously when first started, while it was cold, but the noise gradually lessened and finally disappeared as the engine warmed up. Mr. Davis explained to the engineer that the piston struck against the crank end of the cylinder at first, but as the piston and connecting rods expanded slightly from the heat they acquired, the noise gradually lessened, and finally ceased altogether for the time.

The engineer was shown how to make the three marks on cross-head and guides, as described in preceding paragraphs, then the connecting-rod bearings were shimmed so as to lengthen the rod slightly—between the wrist pin and cross-head journals; then, the cross-head mark vibrated equally between the two slide marks, and the annoying knock was gone.

#### BENDING A CAST IRON DOOR

"What is the other matter you wanted me to butt into?" inquired Big Bill, as they left the engine room.

"Right here in the boiler room, Mr. Davis," and, leading the way, Mr. Smith piloted Big Bill to the front of the steam boiler setting and called his attention to one of the "smoke-front" doors which covered the front ends of the tubes. The upper corner of one of the doors had sprung out which, the engineer complained, was continually crumbling out and having to be replaced. Mr. Davis stated that the first time the boiler was fired up the door sprung into its present warped condition, and tore away the fastening for that corner.

"Internal strains in the metal of the door, set up probably, when the door was cast," explained Mr. Davis. "But," he continued, "I believe we can straighten that door right here, without taking it far away from the elevator. If you like, and engineer will hunt up the necessary material this afternoon, we can straighten that door tonight and have the boiler ready for service early tomorrow forenoon."

Big Bill and the engineer went on a hunt around the elevator for something with which to bend the cast iron door. In a shed, where old shafts and discarded material from the elevator were thrown, Mr. Davis found a piece of 10-inch I-beam, about eight feet long, which he said would answer the purpose. There was also some four-inch angle steel and enough of it was selected to be hacked into four pieces each two feet or more in length. Holes were drilled near the ends of the angles, to receive ¾-inch bolts, which were made long enough so that when the pieces of angle were placed above and below the cast iron door, it could be clamped by means of the bolts securely to the eight-inch I-beam. The four-bolts thus were made just long enough to reach through the angle pieces between which the door and I-beam were placed. The other pair of rods, with a nut at either end of each bolt, were made about four inches longer than the other, and long threads were cut so the nuts could be screwed down to the same distance as with the other bolts.

As soon as the boiler could be spared that evening, the door was removed, brushed a bit, and placed upon the I-beam, the straight edge of the door being placed fair with the edge of the I-beam flange. Mr. Davis tested the door with a wooden straight edge and made a chalk mark where the bend appeared to start. The mark was made on the outside of the door.

After the lower end of the door had been clamped to the I-beam with two pieces of angle and the two shorted rods, it was found that the upper end of the door "hung-away" from the I-beam about 1¼ inches. The top end of the door was then lifted and pried away from the beam and a piece of flat steel was selected of such thickness as to cause the top end of the door to stand away from the beam, double its former distance, or about



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3½ inches. The longer rods and the other pieces of angle were then applied to the upper end of the door and the rods screwed down until the angles would stay in place. But the rods were not strained to a point which might mean the breaking of the brittle cast iron door.

The door and I-beam were then placed on the ground at a distance from the elevator where a fire could be safely built and a lot of shavings and light pieces of wood were thrown on top of the door and ignited. After the fire had been kept burning about half an hour, a faint, dull red tint could be seen on the under side of the door and no more fire was made. Already the clamp at the top of the door had become loose and the nuts were kept screwed down enough to hold the angle-clamps in place. Now, the nuts were screwed slowly and evenly down until the top end of the door had been brought down to the I-beam, the piece of flat steel remaining between door and I-beam.

All the blazing wood was then removed from on top of the door, likewise large bits of glowing

charcoal, but the fine ash was allowed to remain and several barrow-loads of warm ashes from under the boiler furnace were shoveled upon the hot door, which was left until morning, to cool slowly and evenly under its load of warm ashes.

Early in the morning the ashes were removed, the clamps taken off and the piece of flat steel pulled out from between door and beam, and the door was found to lie almost flat upon the beam, showing that the springing allowance of double the amount the door was "out" had been correct. It was the work of but a very few minutes to put the door upon its hinges again, and the boiler was ready, on time for the day's work.

## FORGING CAST IRON

While sitting with Mr. Smith in his office, the conversation turned from the boiler-front door episode to the bending of cast iron without breaking. Bill Davis remarked that by using pressure cast iron could be bent to a considerable extent.

Just then the engineer came into the office with a monkey wrench with which he proceeded to

shake the grate of the office stove, Mr. Smith explaining that the regular shaker had become so worn that it could no longer seize the end of the grate stem. The engineer showed Mr. Davis the old claw-shaker with about three-quarter inch of space between its jaws, while the end of the grate-stem was about one-half inch thick.

"I can mend that, if you had a smith's forge and a vise," said Bill Davis.

"There is a smith right across the street, said the engineer, "and he lets me use his tools when I need them."

"Let's go right over there," said Mr. Davis, and taking the little shaker along, they went to the shop. A pair of tongs were fitted to the shaker, a slow, dull red heat taken upon its claw-end, then it was placed between the jaws of a vise and the screw turned, forcing the jaws together until they were the required distance apart. Then another heat was taken—"to equalize the strains," Mr. Davis said, the shaker allowed to cool slowly, and it was as good as new.

## The Foreign Wheat Trade of Shanghai

### How the Importation of Foreign Wheat into China is Affected by Various Factors: Price Trends and Their Explanation

THE importation of foreign wheat into Shanghai is affected by a number of factors, among which are the wheat crop in China, wheat prices in United States and Canada, flour prices in China, and exchange rates, according to a report from Agricultural Commissioner Paul O. Nyhus to the Bureau of Agricultural Economics. The Chinese wheat crop usually needs to be supplemented by foreign wheat and the chief center of imports is Shanghai, where a large milling industry is located. Shanghai can only draw upon a small area for domestic wheat because of transportation difficulties. American wheat is in demand when its price as compared with the price of flour at Shanghai is sufficiently low. The higher milling ratio of American and Canadian wheat is an added factor in its favor. Millers are willing to pay a premium for this wheat of about 30 taels per picul (133½ pounds) equivalent to about nine cents per bushel.

Arrivals of new crop domestic wheat begin in late June and are sufficient to keep the mills supplied for three to six months. After this period if the mills are to continue operating foreign supplies are needed. Chinese currency is on a silver basis and the exchange value in American money, which has fluctuated widely in recent years, is a considerable factor in determining the price Chinese millers can pay for foreign wheat. Conditions are not as a rule favorable to importing American wheat if the cost per half picul (66½ pounds) is more than the price of flour per sack of 49 pounds.

#### WHEAT PRODUCTION IN SHANGHAI REGION

In normal years China produces a large part of the supply of wheat consumed within the country but there is usually a deficit which must be supplied by foreign countries. In poor years this deficit is large. In good years the country produces the total supply of wheat consumed, and in abnormal times such as the war years with high wheat prices it has exported large quantities of wheat and flour to foreign countries. This surplus during the war period was probably brought about as much by substituting other grains for wheat in the Chinese diet as by increasing the wheat acreage. In 1920 some 29,000,000 bushels of wheat either as grain or flour were exported to foreign countries as far west as England. Not until 1922 did lower prices effect an adjustment and since that date the country has imported wheat and flour in varying annual amounts.

In the Yangtze River Valley both rice and wheat are important crops but north of the valley wheat and other grains predominate while rice is most important south of the valley. In all of the provinces north of the Yangtze, including Kiangsu Province, winter wheat is a leading crop and is

grown on a very large acreage. In the eastern provinces of Kiangsu, Anhwei, Shantung, Honan and Chihli probably 25 to 35 per cent of the cultivated area is sown to winter wheat in the fall, the wheat harvested in June and fields planted to various summer crops. More wheat, undoubtedly, is ground in small native stone mills—primitive equipment of farm huts and villages—than ever reaches the flour mills of the large cities. In sight



A MODERN CHINESE GRAIN CARRIER

even of the smoke stacks of Shanghai—the most industrialized city of China—one sees in the walled farm yards women turning the sweep of one of these native mills in grinding out family supplies of flour. Few areas raise a surplus for milling and shipment to remote cities.

#### QUALITY OF CHINESE WHEAT

A wide range of prices for wheat cargo from different localities indicates the varying quality of native wheat. On the whole the quality is very inferior. Little if any attention has been given to seed selection and samples show no evidence of purity; kernels are small and poorly filled; native methods of threshing—by flailing, by striking the heads of sheafs on a wooden rack, or by running stone rollers over the spread-out grain—

include dirt, chaff and other foreign matter in the product that goes to the mills.

The milling extraction of domestic wheat is about 77 per cent, 88 per cent of which is Chinese "second grade" flour. No patent flour is milled, hence the "second grade" designation. No. 2 American or Canadian wheats have comparable percentages of about 82 per cent extraction—90 per cent of which is "second grade" flour. It can be readily understood why millers are prepared to pay a premium for foreign wheat of about nine cents per bushel.

Contrary to the situation in many other manufacturing industries in China, milling in Shanghai is almost exclusively done by Chinese. Foreigners' contact with the industry as importers may decrease as the leading millers acquire more experience with buying and milling foreign wheat.

#### IMPORTATION OF FOREIGN WHEAT INTO SHANGHAI

Purchases of foreign wheat by Shanghai mills are reported to average 90 per cent of China's imports. Canada is an important competitor of the United States.

The demand for foreign wheat in China seems more elastic than in many countries and is governed by the domestic supply and relative price of other cereals and food crops and consequently the Shanghai flour prices are frequently not in line with world wheat prices.

A considerable part of the output of the Shanghai flour mills is absorbed in Shanghai and in the numerous cities within a distance of 50 miles. This area is one of the most densely populated in China, but noodles, pastry, and steamed flour cakes merely supplement the rice diet. It seems that high prices of rice are not important in strengthening flour prices. Shanghai millers contend that people accustomed to a rice diet can hardly substitute wheat for rice. In the Yangtze Valley and south the population has largely been brought up on rice, and only to a limited extent among the most destitute and among natives of northern provinces accustomed to a grain diet does wheat take the place of rice. Local consumption is difficult to determine, but shipments to out ports are shown by the Maritime Customs statistics to have a wide distribution in large amounts.

As native supplies disappear, however, much as he may wish to supplement his supplies with foreign wheat, the Shanghai miller can pay for foreign wheat only what flour prices warrant. Much of the time during the past three years flour prices have been too low to buy United States wheat. Importing millers figure that the cost of foreign wheat per half picul (66½ pounds) cannot be more than the price of flour per sack of 49 pounds. Although this statement seems to have held true for the most part, it was not borne out in 1926-27 when 645,000 bushels were imported from the United States while the United States wheat price plus ocean freight ranged from .18 to .3 Taels above the Shanghai flour price, equivalent



to 11 to 26 cents above according to the exchange rate prevailing at those times. The reason for the imports in the face of high margins for wheat over flour is not clear. They may have been the result of early buying in expectation of a poor North China crop and in expectation of increasing flour prices. Another possible explanation might be the military operations around Shanghai and the consequent difficulty of getting domestic wheat.

There has been a marked tendency for Shanghai flour prices to advance as the season progressed during the last few years which has led to speculative buying of foreign wheat early in the season in expectation of this advance. In 1921-22 foreign demand for wheat kept Shanghai in the export market in spite of low prices of American wheat as compared to flour. In 1922-23 with favorable American prices, Shanghai began to come into the market for foreign wheat. In 1923-24 with a small Chinese crop and low priced foreign wheat, margins were favorable and Shanghai took a record quantity. In 1924-25 the Northern Hemisphere crop was short and prices were much higher than the year before, whereas apparently the Chinese crop was good. The margins of foreign wheat over flour at Shanghai ran up to .70 Tael (51.4 cents) and over, resulting in almost no imports. That year United States prices were lower than Canadian and the small amount which Shanghai did take was all bought in the United States. In 1925-26 both United States and Canadian prices remained fairly high the first half of the year, and Shanghai did not begin to import heavily until the last half of the year, and the purchases were made almost entirely from Canada where prices were again lower than in the United States. In 1926-27, as was mentioned above, some imports were taken in spite of a wide margin between wheat and flour prices at Shanghai which may have been partly speculative in character, or as a result of military operations and the resulting difficulty of obtaining domestic wheat.

## EFFECT OF EXCHANGE RATE ON WHEAT IMPORTS.

Fluctuations in the exchange rate the past few years have had an important bearing on imports of foreign wheat. Chinese currency is on a silver basis and the exchange value of silver in terms of gold has fluctuated so widely during the past years that the exchange rate is a considerable factor in bringing foreign wheat prices within reach, or putting them out of reach, of the Chinese market. The Shanghai Tael, a unit weight of silver for currency purposes, has varied in monthly value between the extremes of 78 cents and 58 cents United States currency during the past four years. High exchange rates favor the importation of wheat while low exchange rates have an unfavorable influence.

## SOUTHEAST WILL NEED OATS

Dr. Andrew M. Soule, president of the Georgia State College of Agriculture, estimates that the recent freeze in the southern states, "has killed at least one-half the oat crop in Georgia." This represents a loss in one state alone of 10,000,000 bushels. This loss, multiplied by similar figures in other states, indicates that there will have to be a heavy movement of grain to the Southeast this coming season from regions where more favorable crop conditions exist.

## OPPOSES FAVORITISM

In connection with the United States Supreme Court ruling which recently established the legality of certain pool contracts, statements made by W. F. Jensen, president of the Federal Agricultural Trades of America, in an address at Des Moines, Iowa, are interesting. He declared that his organization which includes the Grain Dealers National Association, the Millers National Federation, and other organizations, is not opposed to genuine agricultural co-operation.

"Our opposition is entirely toward a co-operative

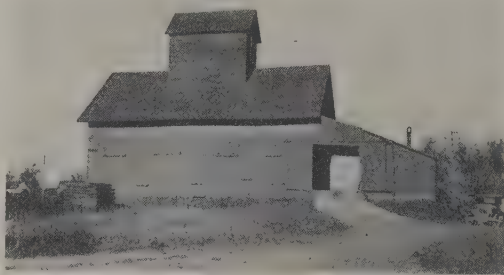
development based upon special privileges, special support and encouragement from our Federal and state governments. The newer co-operative ideas are based upon monopolistic control of products."

## IN "MAIN STREET'S" HOME TOWN

By H. W. JEFFRIES

Sauk Center is said by those who claim to know to be the town Sinclair Lewis had in mind when he wrote "Main Street," that best seller of a few seasons ago. Long before Mr. Lewis had any idea of making the principal street in this town famous and the most talked of thoroughfare in the country, Charles H. Eyler had been operating an elevator and feed business there. While Mr. Lewis was grinding out his observations on small town life, Mr. Eyler was busy grinding feeds for his trade.

His property consists of two buildings, both of



CHARLES H. EYLER'S ELEVATOR, SAUK CENTER, MINN.

frame construction. The usual type of chemical hand extinguisher is used for fire protection although his location right near the Great Northern depot is such that a prompt response can be had from the local fire department in case of need. The elevator measures approximately 40 by 50 feet with a height of 40 feet. Near this is a combination warehouse and feed mill, in which a Munson Mill is located. This well known grinder uses two electric motors of 25 horsepower; which are direct connected to it. A smaller motor supplies power for the elevating machinery.

All grinding is done on a custom basis. Farmers



WAREHOUSE AND FEED MILL OF CHARLES H. EYLER

for many miles around come in on the splendid highways found here to have their oats, corn and barley ground. Mr. Eyler is assisted by two employees, one of whom is in charge of the elevator and the other in charge of the grinding. Both coal and wood, as well as flour, are handled as sidelines and two brands of the latter are stocked. These are Pillsbury's "Best" and Ervin's "Best," the last named brand being made in the nearby town of St. Cloud. Fairbanks, Morse & Co., Chicago, supplied a wagon scale, which is located between the two buildings.

## THE QUESTION OF WAIVER

By M. L. HAYWARD

The grain dealer's "stock-in-trade" had been burned, and he had filed the usual proof of loss with the insurance company.

"We are in receipt of your proof of loss under the above policy, but cannot accept the same as the time at which the fire occurred is not properly set forth," the company replied.

"I am instructing my attorney to bring suit," the

grain dealer wrote back, and the case came to trial in due course.

"We object to the proofs of loss furnished, as the location of the property at the time of the fire is not properly set forth," the attorney for the insurance company interposed.

"Here's your letter objecting to the proofs on the ground that the time of the fire was not properly stated, and it's too late to raise a new ground now," the grain dealer's attorney objected.

"Objection sustained," the judge decided—and the judge was right, as the Alabama, Florida, Illinois, Maine, Minnesota, Nebraska, New York, South Dakota, and Wisconsin courts have ruled that an objection to the proofs of loss based on a specified ground is a waiver of separate and distinct objections.

## WEIGHT BOOK OFFERED

The United States Department of Commerce, through its Bureau of Standards, announces that a compilation of Federal and state laws relating to weights and measures is completed and available for distribution. It may be had from the Superintendent of Documents, Government Printing Office, Washington, D. C., and is priced at \$2.30.

## FRANCE HAS NEW MARKETING PLAN

Under plans formulated by producers, sellers and millers wheat is to be sold in France by weight rather than by dry measure. A scale has been adopted which shall determine the price and weight of the conventional hectoliter of wheat. All expect that the new plan will be to their material benefit. The basic weight per hectoliter is definitely reduced from 75 kilos to 74 kilos, this to apply for all transactions of the present campaign with penalties and bonuses for all variance.

## A REAL COMPETITOR

A. C. Seyfarth's observations on Argentina in a recent issue of this magazine are corroborated by our Department of Agriculture which made a survey of South America recently. Abstracts from the bulletin on the subject (Bulletin 1409) follow:

Few Americans realize that Brazil is larger than continental United States and has climates, soils, and natural resources almost as varied; that Argentina, Uruguay, and Paraguay have large areas of rich, virgin prairie soils in a temperature climate not yet brought under cultivation; that in Argentina a vigorous white race is developing under conditions similar to those which prevailed in the United States west of the Mississippi River 30 years or more ago; that Argentina is already competing with the United States in the world markets with her cheap corn, wheat, flaxseed, meats, wool, and dairy products; that in northern Argentina, Paraguay, and southern Brazil it is possible that a cotton-growing industry will eventually develop equal to that of the United States; that these countries produce grapes, citrus, and other fruits of the finest quality which lack only transportation facilities and organization to compete with those of the United States; that great modern cities and industries are springing up and developing rapidly; that the people of these countries are as proud of their history and of their progress as are the people of the United States; and that just as the history of civilization and progress has been much the same during the last four centuries in all countries of North and South America and their interests have been and are much the same, so we may expect that in the future much of the marvelous development that has taken place in the United States during the last half century will, to a considerable extent, be duplicated in the temperate regions of South America.

Compared with farmers in the United States, the Argentine producers have the advantage of cheaper land, cheaper labor, cheaper power, and a relatively short haul to the seaboard. The land is held in large tracts, which permit the economical use



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of large machines. The land is uniformly fertile and no artificial fertilizers are necessary.

It seems probable that the present system of farm and ranch management in Argentina is more efficient and economical so far as concerns cost of production per man or per unit of product than a tenant system of farming or greater subdivision of land among small owners, because of the large areas, the organized force of employes controlled systematically by a single management, the use of large modern machinery, and economies which result from a semi-factory organization. It is a system highly economical in use of men, but prodigal in the use of land and is therefore well adopted to the present situation of a superabundance of land and scarcity of population.

The country houses of the best class on the larger estates are usually large, often palatial, always well and sometimes luxuriously furnished. Usually there is a separate dwelling for the manager, another for the cook and house servants, a separate kitchen, usually at some distance, an administrative-office building, a storeroom for grocery and other supplies, and separate quarters, kitchen, dining hall, and storeroom for the force of peons and laborers. A short distance away are the barns, usually frame, covered with sheet iron, for storing grain and farm machinery, or for housing the prize-breeding animals. The group of buildings, almost a small village in size, is surrounded by groves of tall trees, a flower garden, vegetable garden, a small orchard, and often extensive polo grounds. At some distance from the main group are usually one or more dwellings and grounds occupied by the various overseers. Usually a broad avenue lined with tall Lombardy poplars, willows, eucalyptus, or chinaberry trees leads from the principal entrance to the main group of buildings, often a mile or more in length. Rarely can any of the buildings be seen from the public road or railway because of the surrounding trees.

## BOSTON CASE SETTLED

Arbitration Committee No. 3 of the Grain Dealers National Association has awarded \$82.25 to the C. J. Martenis Grain Company, New York in its case against R. N. MacDonald, Boston, Mass. The controversy was over the matter of freight allowance on a car of wheat which the plaintiffs bought of the Boston grain trader on April 21, 1927.

In connection with its decision the committee stated: "Where contracts show specific rates from origin to a rate-basing point, and subsequent shipping directions specify shipment to a lesser rate point, sellers must allow the rate of freight specified in the contract."

## REDUCE ARBITRATION AWARD BY 74 PER CENT

The three-year old trade dispute between the Donahue-Stratton Company (plaintiff), Milwaukee, Wis., and Embury E. Anderson, Memphis, Tenn., has been disposed of by the G. D. N. A. Arbitration Appeals Committee, which reduced the \$6,080 award formerly given to the Wisconsin firm to \$1,562.50. The defendant's certified check for \$6,080 has been on deposit with Secretary Quinn, the Grain Dealers National Association, pending the final judgment of the appeal committee.

The case, involving the sale of 100,000 bushels of oats, was heard twice by Arbitration Committee No. 5, and after the second hearing, committee members disagreed. Summing up the reasons for the final decision, the Appeals Committee said: "Specifications of an original offer and acceptance cannot be changed except by mutual agreement."

## CONTINUE STUDY ON CALCIFYING POWER OF GRAIN

During the past year Dr. Harry Steenbock and R. C. Thomas (Quaker Oats Industrial Fellow) have continued their studies at Madison, Wis., of the antirachitic and calcifying powers of the cereal

grains (corn, oats, and wheat). The problem was of particular interest because in England, Mellanby in his investigations of various cereals had come to the conclusion that the oat grain possessed certain properties antagonistic to calcium deposition in bone. His conclusion was not dissimilar to an earlier conclusion made at Madison, in reference to wheat, i. e., this grain contained some toxic substance which interfered with growth and reproduction.

In the studies of these grains it has been found that oats do not possess any properties antagonistic to calcium deposition and that it is not inferior to corn or wheat in its nutritive properties — the grains themselves differing in these respects only as they differ somewhat in their ash content. Further, all these seeds are relatively low in antirachitic properties. These studies have been extended and detailed and have involved the use of dogs as well as rats. They are, however, not yet completed at present and further work is projected for the coming year.

## OREGON CONCERN HANDLES GRAIN AND MAKES FLOUR AND FEED

Primarily Oregon is a mountainous state, three great ranges dividing it from north to south, but this does not signify any lack of land adapted to the raising of wheat. The climate is favorable and for the most part the soil is rich. Especially in

Motors of the enclosed, self ventilating, ball bearing type. Metal spouting has been used throughout, and the company maintains its own modern grain testing laboratory on the premises. This includes in its devices an electric automatic moisture tester.

An up-to-date warehouse which measures 50 feet in width and 150 feet in length is direct connected with the elevator unit, while two additional warehouses are situated in the immediate vicinity. These other two warehouses measure 38 feet wide and 100 feet long, and 50 feet wide and 100 feet long, respectively.

A 75-barrel flour mill, with bulk storage capacity of 30,000 bushels, is located just two blocks west of the units already described. This gives the North Powder M. & M. Company, Inc., a total storage capacity of 70,000 bushels of grain in bulk and 95,000 bushels sacked, or a total of 165,000.

The North Powder M. & M. Company, Inc., was incorporated in 1905, and has been in business continuously ever since that date. The officers include: Chris Johnson, president; Chris E. Johnson, vice-president and manager; and L. M. Johnson, secretary-treasurer. The concern manufactures patent flour, whole wheat flour, Graham flour and Germea. In addition to this, it deals extensively in grain, rolled barley, rolled oats and millfeeds. The photograph from which the below illustration was made shows the company's elevator and warehouses as they are at this writing.

Several improvements and additions are being planned at present, according to Manager Chris E.



ELEVATOR AND WAREHOUSES OF THE NORTH POWDER M. & M. COMPANY, INC., NORTH POWDER, ORE.

the western part of the state there is rich, dark loam. The development of the state to its present position among the surrounding producers has been decidedly rapid. For instance, in the brief period between 1850 and 1900, Government statistics indicated that the number of farms had increased to 30 times their original number.

Irrigation has been of material assistance in working out the prosperity of agriculture in Oregon, and it is not surprising that with the enterprising people who occupied the territory originally all these projects have had consistent attention. As things are today, with merchandising and manufacturing also well developed, it is not surprising that a number of successful grain men in Oregon have turned their attention to milling as well as merchandising grain. One good example of a progressive concern engaged in several angles of the grain business is the North Powder M. & M. Company, Inc., located in North Powder, Ore. The company not only does an extensive grain business, but mills flour and also distributes millfeed. Since livestock raising constitutes an important phase of Oregon's industry, there is an ample local market for millfeed.

The elevator has a capacity of 40,000 bushels. There are three garner bins, three car bins and six large storage bins.

The equipment of the house includes a Monitor No. 7-A Ball Bearing Cleaner, furnished by the Huntley Manufacturing Company, of Brocton, N. Y., as well as a Globe Air Dump, and 150-bushel hopper type scales made by Fairbanks, Morse & Co., of Chicago, Ill. There are also three Fairbanks

Johnson, and the work will probably be undertaken on the improvements during the current year. The installation of an air dump at the flour mill is one of the additions under consideration.

## SOVIET GRAIN COLLECTION DRASTIC BUT EFFECTIVE

The Russian grain situation two months ago, says the *New York Times*, was so acute that fear of a national food shortage became widespread. To forestall the impending panic, soviet officials took drastic measures against the "kulaks" or rich peasants and others who were holding grain.

Josef Stalin, soviet dictator, was advised to send one, Sokolnikof abroad to secure a quick supply of manufactured foods "on the best terms possible." Stalin refused. Every instrument of soviet power then was mobilized, and grain was collected by fair means—or, as admitted, by means less than fair. The grain came in.

On March 1 the collection total was only 4 per cent below that in the same period in 1927. The kulaks tried to sabotage collections and failed. First hand observers of the situation give credit to Stalin for effecting grain collection in the face of tremendous, sullen opposition, but few of them believe this drastic policy can be effective indefinitely. Collections last month were 2,145,000 tons.

George W. Manderbach has been made receiver of the Heffner-Dietrich Company, grain and feed dealers and flour millers of Kutztown, Pa.





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#### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association

CHICAGO, ILL., MARCH 15, 1928

## THE MIDDLE WEST REVOLT

**P**RESIDENT Bennett, of the Farmers Grain Dealers Association of Ohio, announced figures last month to show that 1927 had been the most prosperous year in the history of the organization. Farm prosperity is mirrored in the business of farmers' elevators with great accuracy. President Bennett's assertion, then, that farm conditions are on the up trend, carries weight. Furthermore, he declared that Ohio farmers, as a whole, are opposed to the McNary-Haugen proposals before the Seventieth Congress. He characterized the present farm relief disturbance as a pet idea of a group of western politicians and a comparatively small group of Middle West farmers.

Statements like these, emanating from the chief agricultural region of America, the Middle West, must prove disconcerting to the temporary Washington, D. C., residents who are doing their best to save agriculture from the terrible fate that threatens it if legislative pulmotors are not brought into play.

## ANOTHER CAMPAIGN

**N**OT satisfied with sponsoring a National Fire Prevention Week, the national anti-fire organization now proposes a special fire-prevention-cleanup-campaign. We are tired of campaigns and of weeks, but as a nation we are tired also of fire loss. So here we are marching along with a cleanup uniform on, ready to fight the rubbish menace.

Insurance figures show that there has been

a marked decrease in mill fires in the last few months, but that elevators are burning at about the usual rate. The accumulation of inflammable rubbish inside and outside of elevators has been a practice long condemned but generally condoned. Managers have other things to do besides scouting around for chance heaps of paper, cobs, rags and refuse generally. That is the theory, we suppose. A pile of rubbish doesn't look dangerous. No one takes it seriously but these cranky insurance inspectors. Yet every pile is a potential fire. Advantage might well be taken of the fact that it is the most easily controlled hazard on the elevator premises.

## SHORTSIGHTED VIEWS ON SHORT SELLING

**V**ICIOUS. That is one of the milder terms Senator Caraway has applied to short selling. Some traders who have been squeezed and forced to cover in a mounting market might agree with him. The Arkansas legislator, unlike the professional trader, would deprive the grain trade of its hedging facilities. So would the Senate Agricultural Committee which has recommended his bill aimed at shorts who negotiate contracts without actual delivery in mind.

Whether or not the short seller has delivery in mind is an irrelevant matter. His obligation to fulfill his contract remains as long as he hangs on to it, and we do not believe the Arkansas senator can cite an instance where a trader has not been forced to carry out a contract while he held it. If he wants to transfer his interest on the market, and other parties want to take over his obligation, the present law of the land says that it is legal.

We believe there are enough congressmen who realize not only the legitimacy, but the value of the short selling system to insure a continuation of short selling legality.

## A GOVERNMENTAL HINT

**C**O-OPERATIVE marketing in the United States means one thing and co-operative marketing in Canada another,—in spite of efforts to date of the United States Department of Agriculture. The pool is the dominating feature of the Dominion system, as the booklet "Pooling Alberta's Wheat," published at Calgary, makes clear. In the United States, the pool system for several reasons, has been a feature subsidiary to the farmer-owned elevator. J. F. Booth, of the Department of Agriculture, has prepared with some skill a 115-page booklet on "Co-operative Marketing in Western Canada." From the fact of its publication, it is obvious that Secretary Jardine believes that the American farmer might well know all about pool operation. In this Government Bulletin (Technical Series No. 63) there is no out and out suggestion that the American farmer emulate the Canadian pool farmer, but it might be termed a broad hint, nevertheless.

For instance, Mr. Booth (or the Government) says: "While it is true that there are

conditions in the two countries which have contributed to differences in co-operative development, the enumeration of these differences should not be considered as an indication that the task of improving upon existing methods in the country by the adoption of the fundamental features of Canadian organizations, is an impossible one. The enumeration of differences then is made, in part, as follows:

The Canadian crop, consisting almost exclusively of one variety of Hard Spring wheat, is grown in one region in which production and marketing practices are standardized. The bulk of the crop passes through one city and over one route to eastern and export markets.

The marketing of the grain crop of the United States, on the other hand, presents many complexities, more in fact than are usually realized. Some of these problems are the result of geographic conditions. The location of various producing areas with respect to market outlets presents one difficulty. For example, the transportation and terminal problems involved in the shipment of grain through ports on the Gulf of Mexico differ from those experienced in shipments to terminals on the Great Lakes or to Atlantic or Pacific ports.

The problem is further complicated by differences in facilities for handling at country points. The Pacific Northwest handles wheat in bags to a large extent. The Spring wheat states have relatively large elevators and do considerable storing of wheat. The Southwest has small elevators which do comparatively little storing. Again methods of selling grain are anything but uniform.

In view of these differences, it seems plain that a transplantation of a national grain pooling system from Canada to the United States would be an absolutely impracticable venture, rather than a venture "not impossible."

## NINETY YEARS

**N**EXT month the Chicago Board of Trade will be 80 years old. The grain trade in Chicago ceased to be of a local nature, however, about 10 years before the Board was established. This, we admit, is stretching things a bit, for the first wheat shipment amounted to only 78 bushels. That small shipment was large enough, though, to give Buffalo its start as a grain relay market.

In 1840 a 10,000-bushel shipment was made. Traders were optimistic. Business grew. Yet the most optimistic of the grain men in the half-century following did not dream (for publication, at least) of a 42-story Board of Trade Building. In 90 years Chicago has developed more phenomenally than any other city in the history of the grain world. To the institution which fostered that growth during 80 of the 90 years, the grain trade gives the tribute of sincere congratulations.

## A PROMISING SITUATION

**W**HEAT stocks on farms in the United States March 1 totaled 130,007,000 bushels, representing 14.9 per cent of the previous crop, as compared with the 1927 figure of 15.7 per cent, or 130,230,000 bushels, and 17 per cent for the past 10-year average. This information from the crop reporters of the Department of Agriculture reflects a healthful condition in the matter of grain reserves.



March 15, 1928

No heavy accumulation of old stocks need be feared to jam the mechanism of the new crop marketing.

Farm stocks of corn this month are about 10 per cent less than a year ago; stocks of oats are 11 per cent less. Only barley and rye holdings are above the 1927 figures. The generally short stocks together with the doubtful conditions of the wheat crop now pushing up, have resulted in a lot of scare talk on exchanges. What part of this sentiment is honest, probably will be dispelled rather soon. As yet crop shortage talk is as unwarranted as jumping at our foreshortened shadow as revealed in holdover stock figures.

## EDITORIAL MENTION

St. Paul, with riverside facilities to handle export grain, proposes to give Duluth some real competition.

Famous last words: "Can we count on you for another \$25,000 contribution to the Republican campaign fund, Mr. Patten?"

Red rust takes an average annual toll of \$25,000,000 from western Canada. Between rust and the eternal pool controversy, Canadian farmers lead a hectic life.

One-hundred per cent of the farmers' elevators in Ohio handle feed. Feed feeds the bank account of many a concern which otherwise would be starved out by competition.

Labor Day may be abolished as a holiday by Minnesota grain traders, and made into a day of labor. Harvest time is a poor season indeed for elevator men to go picnicking.

"Red Rust" is the title of a new book wherein the hero develops a rust immune wheat for the Dakotas and the rest of the world in general. Needless to say, this book is on the fiction list.

During the week ending March 3 dealings in wheat futures was considerably in excess of that a year ago on the six principal exchanges. The stock exchange has not stolen all our thunder.

The grain trade is not the only sufferer from the actions of bigger and better bureaucracy politicians. The Capper-Hope bill, now pending, proposes to prevent farmers from selling hogs direct to packers.

The Boston Grain and Flour Exchange is buying its own building in celebration of its third anniversary. The Grain Dealers National Association meeting there this fall will offer a good opportunity for a housewarming.

"We shall continue to do business on a cash basis," announces an Iowa elevator company, "just as we have done for the past four years. Previous to that time we lost over \$13,000 in bad accounts." That unlucky number of thousands multiplied by 1,000 might be said to be

an ultra-conservative estimate of the whole grain trade's loss in the same period for the same reason.

Big hay hunters from the United States Department of Agriculture, after bagging 160 new kinds of forage plant seeds, have returned from Africa. What we really need is a new type of hay which can be consumed by automobiles.

Secretary Jardine has asked only about one-tenth of the amount called for last year for use in cleaning up the corn borer. A sudden suspicion has arisen at Washington as to whether the borer, bad as it is, is a \$10,000,000 menace.

From the Port of Philadelphia last year more than 18,500,000 bushels of grain were exported. Because of the new grain handling facilities recently established there, the above total is likely to stand indefinitely as a minimum volume.

A grain brokerage house on La Salle Street displays this sentence above the blackboard: "He who looks backward in this game will die of remorse." The funny part of it is that most of the regular customers take this as an encouragement rather than as a warning.

Instead of focusing his attention on the Argentine crop and other factors which might influence his orders to grain brokers, Arthur Cutten, it is said, now is a leading figure in a \$600,000,000 merger involving railroad equipment manufacturing firms. In other words, there is not, as yet, an Equipment Futures Administration at Washington, D. C.

A 1927 barley production of 1,267,430,000 bushels and oat production of 3,530,432,000 bushels has been announced by the Department of Agriculture in an estimate based on late reports received by the Department. The 43 countries that have reported barley production in 1927 show a total of 1,267,930,000 bushels compared with 1,198,773,000 bushels last year, or an increase of 5.7 per cent. Foreign maltsters and brewers are assured of plentiful supplies.

Two mills per ton-mile. That is the river-freight rate on grain proposed by C. E. Childs, Omaha. He suggests that the Government spend \$46,000,000 on improving the Missouri River from Sioux City to Kansas City, and spend \$3,000,000 more for 10 six-ton barges to operate between Omaha and St. Louis. Congress has been committed to complete the improvements begun on the Missouri's channel, and it is just a question of whether the necessary appropriation will be allowed piecemeal over a period of about 20 years or all at one time. One thing is certain. A navigable channel means nothing if barge and elevator facilities are not provided.

The United States Supreme Court now "has recognized as permissible some discrimination intended to encourage agriculture." By upholding the validity of the Kentucky co-operative marketing statute (operative on tobacco) grain pool and co-operative marketing laws in 41 other states are, by implication, endorsed by

the authority which is final. This seems to discourage several spokesmen for the independent grain trade, although none are very vehement in public, owing possibly to what they have read of contempt-of-court citations. Superficially, the decision is a victory for the pool enthusiast. Yet it may actually be the opposite. Now that farmers know that they have no chance of escape from pool contracts, they may be much more wary and hesitant about signing up than they were when there were possible legal loopholes.

There are 3,331 farmers' elevators in this country according to the latest official census. Their capital is reported at \$57,000,000, their surplus at \$60,000,000, and buildings and equipment at right under \$60,000,000. Over 400,000 stockholders are listed. The two most significant figures are the \$460,000,000 grain sales volume and the \$170,000,000 sideline volume. Approximately 27 per cent of the volume, in other words, is in sidelines. This helped 83 per cent of the elevators to finish last year with surpluses.

Senator Walsh has been busy striking oil in the Washington gusher area, but not too busy to offer an occasional bill as every good and true Congressman should. His most recent proposal is to incorporate protein as a factor in Federal grain grades. The grading system is complicated enough without introducing the matter of protein which sometimes does matter and sometimes does not. Montanans and other producers of high protein grain, we believe, will stand just as good a chance of getting just premiums for premium quality wheat without further burdening grade analysts.

In certain sections of the Northwest, heavy verbal artillery again has been turned loose on Federal grain grades. Senator Shipstead of that state undoubtedly has pleased a large number of his constituents by offering his bill to repeal the Federal Grain Standards Act. The critics have some grounds for complaint, but no grounds whatsoever for hysterical outcry against the Government. The Federal grain grades were the development of many years during which advice from practical grain men constantly was sought and acted upon. Criticism of the system is criticism of the grain trade's own counsel.

A product none other than the Jerusalem artichoke has been made a running mate with corn in the ten-thousand-and-twenty-second bill presented to the House of Representatives at Washington. Sugars derived from these two products may be used in manufactured foods, according to provisions of the bill, "without declaration on the label of their presence." The corn products industry takes about one-third of our cash corn, and if this bill were to become a law this percentage might reasonably be expected to rise above 40. Corn sugar is just as legal today as ever it will be, but because attention must be called to its presence on food packages, the public is suspicious. Removal of the suspicion would increase the demand for corn for sugar by 20,000,000 bushels.



E. M. COMBS  
Chicago

# NEWS OF THE TERMINAL MARKETS

J. T. BUCHANAN  
Omaha

## TEMPORARY QUARTERS FOR CHICAGO BOARD

Directors of the Chicago Board of Trade on March 6 approved a contract for temporary quarters of the exchange, to be occupied during the construction of the new 40-story building.

A new four-story building to be erected on the east side of Clark Street about 300 feet south of of Van Buren will house the exchange from October 1 until the completion of the Board of Trade Building. Members are being advised that leases in the present quaint old structure, erected in 1884, will terminate on October 1. It is expected that a number of the firms now situated in the Board of Trade will obtain quarters in the Rand McNally Building across the street from the temporary quarters of the exchange, negotiations for which will be made through the firm of Albert H. Wetten & Co.

Because of the unusual space and facilities required for the trading floor it would be impossible to have the temporary quarters ready before October 1. Immediately after that date dismantling of the present building would begin, with a view to permitting occupancy in 1931 of the new \$10,000,000 structure of Indiana limestone, with its granite base and artistic set-back.

## HOW MUCH GRAIN IS LEFT

Private estimates of March grain reserves differ quite widely. R. O. Cromwell, statistician for Lamson Bros. & Co., of Chicago, and Nat. C. Murray of Clement, Curtis & Co., report a difference of 58,000,000 bushels of wheat; 20,000,000 bushels of corn and 9,000,000 bushels of oats.

Cromwell says: "Our reports suggest farm stocks of corn equal to 38.2 per cent of the crop, or 1,064,000,000 bushels, compared with 1,133,000,000 last year. In millions, South Dakota has 38, Iowa 184, Nebraska 142, Kansas 59, Missouri 55, Illinois 102, Indiana 42, Ohio 38. Light weight of corn east of Missouri River, together with good demand, explains the heavy distribution shown below. Wheat on farms is 14.5 per cent of the crop, or 126,000,000 bushels, compared with 130,000,000 last year. Kansas has 10.6 millions, Nebraska 12.6, South Dakota 8.3, North Dakota 22.5, Montana 19.9, Washington 4.7, Illinois 3.8, Indiana 3.7. Stocks in country mills and elevators are estimated at about 85,000,000, compared to 85,000,000 last year. Wheat in city mills and city mill elevators is also about equal to last year's. The extent of damage to new crop wheat is very problematical, but actual loss of acreage seems more certain in the Soft wheat belt. Oats reserves are reported a 31.3 per cent of the crop, or 374,000,000 bushels. These oats reserves are the smallest since 1909 with one exception. Last year there were 422,000,000 bushels."

Murray's statement says: "The stocks of corn on farms March 1, are estimated to be 37.7 per cent of last year's production, which, applied to the Government's estimate of production, 2,786,000,000 bushels, would indicate 1,051,000,000 bushels. A year ago the Government estimated stocks on farms 1,134,000,000 bushels, or 42.1 per cent of the 1926 crop of 2,692,000,000 bushels. About 15.7 per cent of last year's wheat crop remained on farms, and about 10.4 per cent was in country mills and elevators, which are nearly the same ratios as a year ago. Applied to the Government estimate of production the indications are 137,000,000 bushels on farms and 90,000,000 bushels in country mills

and elevators, as compared with 130,000,000 on farms and 86,000,000 in country mills and elevators a year ago. Farm stocks of oats on March 1 are the smallest since 1912. Correspondents indicate that 30.2 per cent of last year's crop remains; this is equivalent to 360,000,000 bushels, which compares with 422,000,000 last year and 480,000,000, the average for the past five years. These comparisons indicate a scarcity of oats before another crop is produced. In the South the oats grown are mostly fall sown and a large percentage of it has been winter killed."

## THE ROTARY CLUB HEARS SOME FACTS

The Rotary Club at Morris, Ill., last month invited John E. Brennan of John E. Brennan & Co., Chicago, to address the club on "The Chicago Board of Trade." Mr. Brennan accepted the in-



JOHN E. BRENNAN

itation and presented his subject in so interesting a way that the audience stayed long after the allotted time, asking questions.

There is probably more general ignorance concerning our grain exchanges and the functions they perform than almost any business institution in the country. The men at Morris now know that the Chicago Board is something beside a gambling joint; that it serves producers and consumers alike, and that it functions to stabilize prices and provide a market, when chaos would reign and producers be entirely at sea without it. Mr. Brennan served the Board well by accepting this invitation, and it is to be hoped that more will be forthcoming.

## VOLUME OF GRAIN FUTURE TRADING IN FEBRUARY

Contrary to expectation based on recent history, the volume of future trading in grain on the Chicago Board of Trade in February was greater this year than a year ago. The total for all grains during the month this year was 1,119,566,000 bushels compared with 857,330,000 bushels in February, 1927. The total this year was divided among the various grains as follows, for the purpose of comparison the January figures for each grain being given in parentheses: Wheat, 407,218,000 bushels (298,582,000); corn, 649,031,000 bushels (470,789,

000); oats, 44,675,000 bushels (56,841,000); rye, 18,642,000 bushels (15,520,000).

The average open contracts in futures at Chicago in February, "short" side of contract only, there being an equal volume on the "long" side, were: Wheat 86,679,000 bushels, as against 87,976,000 last year and 81,733,000 in January; corn, 98,133,000 bushels, compared with 77,933,000 last year and 83,525,000 in January; oats, 37,221,000 bushels, as against 49,714,000 a year ago and 36,132,000 in January; rye, 9,580,000 bushels, compared with 15,633,000 last year and 9,882,000 in January. Totals for all grains were 231,613,000 bushels, as against 231,306,000 last year and 211,272,000 in January.

## NEW OFFICERS AT DULUTH

The Duluth Board of Trade was well satisfied with its presiding officer last year and in February, re-elected George G. Barnum as president for another term. Vice-president is H. S. Newell and the new directors are W. R. McCarthy, G. E. Robson and Benjamin Stockman.

On the Board of Arbitration are George G. Barnum, Sr., M. M. McCabe, and E. A. Vivian. The Board of Appeals consists of Thomas Gibson, Sr., F. E. Lindahl, F. C. Tenney, W. S. Moore and H. A. Starkey.

## THE EFFECT OF SUPERVISION

In a recent issue *The Economist* of Chicago expressed its opinion of the publicity demanded of future trading operations in no uncertain terms, as follows:

La Salle Street is awaiting with concern the proposed filing of a bill prepared by influential members of the Board of Trade, asking the United States Supreme Court to restrain the grain exchange and Grain Futures Administration from requiring members of the board to file with the Federal grain exchange supervisor a report of their transactions when they are in excess of 500,000 bushels.

The effect of Government supervision on future trading has been to curtail operations to an appreciable degree, according to the views expressed by some of the most prominent traders on the Board of Trade. They point to the latest statement issued by the Chicago supervisor showing that total transactions in wheat last month were 298,582,000 bushels, against 598,502,000 bushels in the same month of 1927 and total operations in wheat corn all grades in January were only 841,732,000 bushels, compared with 930,949,000 bushels in the corresponding month of last year.

In all contract markets business in wheat in January totaled 384,180,000 bushels, against 703,756,000 bushels in the same month of 1927, and business in wheat, corn, oats and rye futures totaled 982,466,000 bushels in January, compared with 1,081,849,000 bushels in the same month of last year. The open interest in wheat in the Chicago market last year averaged 82,276,000 bushels, compared with 97,705,000 bushels in 1926 and 103,929,000 bushels in 1925.

"The effect of this supervision has been to drive the largest traders and speculators from the Board of Trade to the New York Stock Exchange," one member of the board commented. "In former years these big traders took a stand on one side or the other in the market in wheat, corn, oats or rye and their operations were on such a tremendous scale that they were decidedly helpful to the exchange, farmers, and the cash grain trade. On the long



side of the market their buying took care of hedges against receipts of cash grain and presented an offset which stabilized the general market and sustained prices at times when hedging pressure usually caused sharp recessions in values. These traders decline to trade in a market where their operations are uncovered and exposed to the view of some Government supervisor and Chicago has in the past year felt the effect of this blight."

## BUFFALO CORN STOCKS LOW

Stocks of corn in this market are the lowest at this period for several years past, being less than 1,000,000 bushels, whereas a year ago they were 4,000,000. With receipts about to fall off and a good eastern demand, this will mean that all rail receipts of corn in this market will be wanted, until the opening of lake navigation at least. This market has been on a premium basis during most of the winter and it looks as though this condition would continue for some time to come.

Oats have been in excellent demand and good quality oats sold this week at the highest prices on the crop. With the normal spring demand approaching, it is expected that even higher levels will be reached in the near future.—*J. G. McKillen, Inc., Buffalo, N. Y., market letter of March 10.*

## FAIR WEATHER CONTINUES

Pretty fair winter weather continues here, with plenty of rainfall to keep ponds full of water and unimproved wagon roads in poor to fair condition only. March is living up to its usual reputation of furnishing raw, chilly winds that make heavy overcoats comfortable. Some think that only one-fourth of the wheat acreage seeded here last fall will be good enough to go through to the harvest; the most optimistic guess that possibly one-half of the acreage only will be plowed up, but certain it is that our farmers will soon be confronted with the question as to what other grains this abandoned wheat acreage shall be seeded with.

We hear of an unusual amount of Spring wheat, rye and barley being shipped in to some stations for seed; corn and oats acreage will also be increased over early expectations. Our guess is that a few acres of sunflowers planted here and there will be profitable, as 1927 crop was generally a poor one and reserves have been exhausted.

Receipts of corn in all western markets have been of good size. As near as we can learn, the farmers of this section have now marketed the larger part of that poor quality corn, that must be sold to save it and that the usual percentage of the last crop, now remaining in cribs, will mostly stay there for a time. The next usual period for a corn movement is after corn growers have the new crop seeded under conditions which they think are favorable. Heretofore price fluctuations were based largely on quantity raised and movement to market of 1927 grains; from now on 1928 crop prospects will have more and more influence on same.

The season is now approaching for seeding oats; this work will be in vogue here some time during the balance of this month, depending upon weather conditions as to just when.—*H. I. Baldwin & Co., Decatur, Ill., market letter of March 10.*

## WHEAT MOVEMENT LIGHT

Movement of wheat from the country has been very light. It looks as though all the wheat in this territory is moved out. While it is still too early to tell much about the growing crop, as we have had no weather up until the present time to make any growth, it being too cold, there seems to be a general impression that quite a little of the wheat has been winter killed as we have had but very little snow covering at any time. We note wheat prices have advanced lately and we look for further advances.

Movement of corn the past three weeks has been heavy in all markets. Cash prices have held very well. This market has handled a heavy movement of corn without apparently much trouble and at prices that equal most markets, and on the poorer quality of corn has been considerably better than all other markets. Now that all the private re-

ports on the 1927 crop of corn, and also the Government report, which now are all about equal, are out of the way, and there is nothing more for those who have been so exceedingly bullish to look forward to, general conditions may to a certain extent have something to do with the prices, although the future market looks as though every time it gets a little bit weak, artificial respiration comes from some source.

Movement of oats has been fair and all samples have been disposed of in this market at equal to or much better prices than all other markets. There does not seem to be an oversupply in any locality, as most all the information we can obtain is that the country stocks are considerably less than last year. We look for oats to continue to sell at very good prices and before the new crop moves we look for them to sell higher.—*Mueller Grain Company, Peoria, Ill., market letter of March 10.*

## PURINA'S NEW VICE-PRESIDENT

One of the strong features in the St. Louis market is John H. Caldwell, for some years manager of the buying department of the Ralston Purina Company, and who has just been made vice-president of that company.

In his capacity as buyer, Mr. Caldwell is known to grain and hay dealers throughout the country. He is a strong organization man, being chairman of the Feed Arbitration Committee of the Grain



JOHN H. CALDWELL

Dealers National Association, and a director of the United States Feed Distributors Association.

Mr. Caldwell started his business career as office boy with the Kansas City Seed & Grain Company. Within five years he was manager of the company and was connected with them for 16 years. He joined the Ralston-Purina organization 10 years ago, and as was to be expected, made good from the start.

## NEW RULES AT CHICAGO

The Chicago Board of Trade on February 27 adopted the following amendments and a new rule as follows:

Amend Rule 230 by striking out the four words "members' rates of commission," in the tenth line, and substituting the words "\$1.25 per 1,000 bushel lots," so that the rule will read:

CLEARING RATES.—Where a clearing member acts as commission merchant for a non-clearing member, and the non-clearing member makes his own trades, and such trades are exclusively for the personal account of the non-clearing member, and are closed within 10 days, the minimum rates of commission shall be 25 cents per 1,000 bushels of grain; 5 cents per 1,000 pounds of D. S. short ribs, D. S. extra short clears, dry salted clear bellies, or lard; and 75 cents per 50 bales of cotton. If, however, such trades are not exclusively for the personal account of the non-clearing member, or if such trades are not closed within 10 days, the non-clearing member shall pay \$1.25 per 1,000 bushel lots, but if the trades are made by the non-clearing member, he may receive the regular brokerage therefor. The same principle shall apply in computing commissions payable for trading in other commodities.

Amend Chapter 2 of the rules of the Board by

striking out Rule 57, and inserting in place thereof, the following:

57. AMENDMENT OF RULES. New rules may be adopted and existing rules may be amended or repealed by the membership. Proposed amendments may be recommended by the Board, and upon such recommendation, the president shall call a special election not less than 10 days or more than 60 days after the proposed amendments shall have been posted upon the bulletin board. At such election, the vote shall be by ballot. Unless 300 votes are then cast, the vote shall be ineffective, and the president shall call another special election for the resubmission of the proposal. If 25 members or more petition for any proposed amendment, the Board, within 15 days, shall either approve and recommend the proposed amendment, or report to the petitioners the reasons for its disapproval. If after such disapproval, 100 members, or more, petition for such proposed amendment, a special election shall be called in like manner as though the proposed amendment had been recommended by the Board.

A new rule to be known as 128, reading as follows:

RULE 128. MEMBERSHIP TRANSFER. All purchases or sales of membership privileges shall be made through the office of the Secretary, pursuant to regulations to be adopted by the Board, and no member shall accept or receive any commission, or other compensation, for services in connection with the purchase or sale of a membership in the Association.

Amend Rule 143 by adding "128" to paragraph (x), so that paragraph shall read:

(x) To violate any provisions of Rules 128, 163, 204, 205, 208, 209, 242, 243, 244, 540, 603.

## CHANGES IN MEMBERSHIP

Chicago.—The memberships of the following on the Board of Trade have been transferred: Est. R. C. Napier, G. F. Kersten and Horace G. Newhall. Memberships have been granted to the following: Albert G. Boesel, Lewis B. Hall, Jr., and Archer E. Hayes. James P. Cooke has been suspended for insolvency. Reported by Secretary James J. Fones.

Duluth.—F. H. Higgins is a new member of the Board of Trade. M. G. McQuade has recently taken out his membership on the exchange. Reported by Secretary Charles F. MacDonald.

## CINCINNATI CASH GRAIN ACTIVE

The cash grain business in this market has been very active for the past 30 days. Right at the present time we believe the available storage space is well filled with corn at Cincinnati, but this year we had to go out and buy it outside of our natural territory in order to get it owing to the fact that we had a very poor crop tributary to Cincinnati.

The No. 2 Red wheat is practically cleaned up and is selling about 32 over the May, f. o. b. Cincinnati. We are down to a point now where we are dependent on country shipments to cover our sales and it's our advice that the amount back in the country is very light.—*The Early & Daniel Company, Cincinnati, Ohio, market letter of March 12.*

## NOT MUCH WHEAT; PLENTY OF CORN

There is very little doing in wheat here now. Only an occasional car finds its way to this market and it usually sells at about corresponding prices with other markets. The reports from the Illinois territory on the growing wheat do not seem to be at all good. A big lot of it is reported as badly damaged. We cannot tell at this writing how serious this may be but we have an idea that the Illinois crop will finally show up somewhat light.

The corn business has been good here for some time. Last week's arrivals were among the heaviest weeks this market has ever seen in corn. The industries who are using approximately 80,000 bushels daily are at this time well filled up, with tracks full of cars to unload and naturally they are only buying a limited amount from day to day. However, so far we have been able to keep the market pretty well cleared up—there being a good demand for shipment for anything that is fit. Our prices have kept in reasonable line with other markets and we think that our prices will continue to do so.

Farming operations in Illinois are beginning and it is quite likely that there will be some halt in the movement of corn from Illinois points. The prices at which this high moisture corn is selling here seem to be attractive and while we are looking for



a reduction in the arrivals, for a time at least, we are inclined to think that there will be a pretty good movement up to the time when farmers are busy with their corn ground.

Oats arrivals have been a little better and market has been keyed up most of the time to near the top notch. Past few days there has been a slump of something like two to three cents per bushel. The demand is not especially good but still it is sufficient to take care of all arrivals.—P. B. & C. C. Miles, Peoria, Ill., market letter of March 12.

### SMALL DEMAND FOR HAY

Hay receipts the past week, while not extremely heavy have been sufficient to meet the very light demand prevailing. There does not seem to be any pep in the demand for any hay throughout our entire district and even in view of the low prices which have been prevailing, we look for still lower prices with increased receipts. We would not advise the consignment to our market unless actually forced to do so.

Straw is in moderate receipt but we believe it is being disposed of a little more promptly. The demand is limited, however. Fine prairie packing hay is in light receipt but we might say there is practically no demand existing whatever for the same and price barely holding steady.

Oats remain in normal receipt with apparently all arrivals finding sale at quotations. This same condition applies on shelled corn with the exception that sales are hard to effect.

Ear corn continues in light receipt with a very limited demand prevailing and only for the very best quality of choice, handhusked, all yellow ear corn. The lower grades are practically unsaleable even at serious reductions in prices.—Samuel Walton Company, Pittsburgh, Pa., letter of March 12.

### ST. LOUIS AS A GRAIN MARKET

By ROY H. MONIER\*

To some, St. Louis is just another large city, with all the problems of a large city; its prosperity, its poverty, its crime, its smoke, and its noise. To others, to those who see with a keener vision, St. Louis is a great deal more. It is a center of immense activity. An old comparison likens this nation to a huge wheel, the hub of which is St. Louis. This advantage of central location has been extolled at great length because of its benefits to industry and commerce. Industrially, St. Louis occupies a most favorable position, but agriculturally, the advantage of its central location is even more pronounced. To the north are the great productive sections of Missouri and Iowa; to the east are the fertile fields of Illinois, Kentucky, and Indiana; to the south stretch the rich lands of Arkansas, Oklahoma, and Tennessee; while to the west lie the rolling grain prairies of Kansas and Nebraska, which almost startle one with their immensity. Truly, then, St. Louis is a huge granary into which flows yearly a flood of grain from hundreds of miles of surrounding territory.

The Merchants Exchange, representing and embracing the grain trade of St. Louis, has now been functioning for almost 100 years. It is generally conceded to be the oldest organization of its kind in the United States, and has been so closely associated with the growth of St. Louis that its history provides an interesting insight into the early development of American commerce in the Middle West. From a humble beginning, it has advanced step by step until, today, it takes its place among the great grain exchanges of the country. The Merchants Exchange had its inception in the year 1836 as a debating club. At that time approximately 25 of the leading merchants of the city formed a society, which they called the "St. Louis Chamber of Commerce," the purpose of which was self-improvement and the discussion of business matters. At first the organization met but once a month. The meetings proved instantly popular, and the institution's membership rapidly grew in numbers. As the need for more frequent meetings became apparent, it was decided to hold the assemblies every week

instead of once a month. The social feature, however, still predominated, and the meetings were continued for about 10 years with little change. About this time the members of the Chamber conceived the thought that by meeting in the daytime, the Chamber would become practical, since buyers and sellers would be brought together during business hours, and commerce would thereby be stimulated and increased.

Early in 1849 the millers of the city organized the "St. Louis Millers' Association." Tables were placed in their quarters and sellers there displayed samples of flour, meal, wheat, corn, and other commodities. The idea proved popular, and the Millers Exchange was soon doing a flourishing business. In September of the same year, the merchants finding the Millers Exchange so successful, organized the "Merchants Exchange of St. Louis," and in the following year held their first meeting, adopted rules for their guidance, and fixed the daily hour of meeting at 11 to 12 o'clock.

Up to the time of the Civil War, the growth of the Exchange from a small debating society to a commercial organization of power and prominence has gone on smoothly and largely unhindered, but in 1862 the political strife which rent the country proved, also, the disruption of the Exchange. A re-organization was quickly effected, however, and the Exchange continued to function uninterrupted. The present Merchants Exchange Building, erected in 1875, has housed the Exchange and its activities continuously since that time.

During many years following the organization of the Exchange, grain trading operations at St. Louis were naturally limited, but with the building up of the Middle West and the general development of its farming regions, the favorable location of St. Louis, so close to this producing area, greatly increased the importance of the Exchange as a distributing center for agricultural products. Whereas, in the early years of its existence, hundreds, and sometimes thousands, of bushels of grain were dealt in, today trades involving hundreds of thousands are not unusual. Some idea of the growth of the St. Louis grain market can be gained from the following statistics which show the receipts of grain during the year 1927: Wheat, 22,851,000 bushels; corn, 18,313,000 bushels; oats, 16,000,000 bushels; rye, barley and other grains, 2,800,000 bushels; hay, 59,780 tons.

Compared with the year 1926, there was a shortage in wheat receipts, which was due to the short production in the territory tributary to St. Louis in Missouri and Illinois. Another contributing factor to the shortage in the wheat movement to the St. Louis market was the fact that there were not sufficient barges to take care of grain offered for export shipment, so that a very considerable business which might have been done by the barge line could not be handled because of shortage in equipment.

Receipts of corn in 1927 decreased as compared with the year 1926. This decrease is accounted for, to a large extent, by a considerable shortage in the production of this grain in Illinois, Missouri, and Iowa, the principal states from which the local receipts at St. Louis are derived. In the early part of 1927 there was also a heavy movement of corn and oats from Missouri and Iowa into Nebraska, Kansas, and other states west, due to the shortage in the previous year's crop produced in these states west of the Missouri River. This resulted in a diversion of the grain in the early part of the year from the territory which ordinarily shipped to St. Louis and points east. The southern territory has, in recent years, produced a very substantial amount of corn, and this resulted in less of a demand from that territory which is ordinarily served by the St. Louis market to a considerable extent.

Receipts of oats during the year 1927 decreased slightly as compared with the year 1926, due principally to short production and the westward movement, as previously explained.

While it is true that a large part of the grain received at the St. Louis market is sold to southern and southeastern mills, which look to this

market as their source of supply, at least one-third is consumed by local mills and industries. During the year 1927 over 5,000,000 bushels of grain were likewise shipped by the Barge Line on the Mississippi River to New Orleans for export. Thus you will see that taking what was consumed by local mills, together with what was absorbed by the river demand for export, the market at St. Louis accounted for nearly half of all the grain received, and a little over half was shipped to other territories for consumption.

The St. Louis market ships grain, flour, and feed to many points east, south, and southeast, but also ships to the southwestern states, such as Arkansas, Louisiana, and Texas. However, most of the shipments go to the territory east of the Mississippi River, and chiefly to that part located south of the Ohio River, which is generally known as Mississippi Valley and Southeastern Territory.

Although continuing its interest in all municipal affairs and civic developments, the Merchants Exchange is now concerned principally with the handling of grain, grain products, hay, and seeds, and today, stands as a monument to the work of its founders, those pioneer St. Louisians who built so well. Great has been the progress made and far beyond their fondest expectations has their work progressed. Certain it is that these men would stand amazed to behold the magnitude of the present operations—the immense trading floor with an area of 225 by 100 feet, unbroken by a column of any kind, and daily thronged with hundreds of buyers and sellers; the millions of bushels of grain disposed of here annually; the extensive milling enterprises; the adequate grain storage and unlimited railroad facilities—all of which combine to make St. Louis one of the great primary grain markets of the United States.

Not generally understood is the almost insignificant charge to the producer for the marketing of his products. The total cost is approximately slightly in excess of 1 per cent. This is true not only of St. Louis, but of grain markets throughout the country. The tremendous advantage to the farmer will easily be seen by comparing his cost for marketing to that of other industries, which must employ special sales organizations, and need to rely on advertising campaigns to find a market for their products.

### TERMINAL NOTES

Capitalized at \$250,000, the Mid-Canada Grain Company has been incorporated at Winnipeg, Man.

C. E. Davis has resigned as manager of the Salina, Kan., office of the John Hayes Grain Company.

A grain and feed brokerage business has been opened in the People's Bank Building at Buffalo, N. Y., by Joseph A. Barry.

N. J. Nelson is now a traveling representative for the Brown Grain Company of Minneapolis. He was formerly at Grand Forks, N. D.

C. E. Davis is now in the State Grain Inspection Department in Kansas City, Mo. He was formerly with the John Hayes Grain Company.

Joe Ruth is now associated with J. F. Zahm & Co., Toledo, Ohio. He was formerly of the Joint Rate and Inspection Bureau of Toledo.

C. J. Gundelfinger of the Kellogg Huff Commission Company of St. Louis, Mo., left on March 5, to open a branch office at St. Joseph, Mo.

Robert G. Brandt and William H. Quain have formed a partnership at New York and will operate the business formerly conducted as Robert G. Brandt.

A wire house at the Omaha Grain Exchange has been opened by Scouler-Bishop Grain Company, correspondents for the Harris-Winthrop Company of Chicago.

The old firm of Fisher & Nolan is being continued by Fisher & Co. of Malvern, who have petitioned for membership on the Philadelphia Commercial Exchange.

On February 14, a dinner was given in honor of J. J. Fones, retiring secretary of the Chicago Board of Trade at the Union League Club. J. P. Griffin was toastmaster and several prominent members of

\*Mr. Monier, who is state grain and warehouse commissioner of Missouri included the following in a radio address made on February 29, from Station WOS.



the Board spoke of the work which Mr. Fones had done for the exchange. H. A. Rumsey presented Mr. Fones with a watch and chain on behalf of those present.

The Chase Grain Mill of Boston, Mass., and Plymouth, N. H., has been incorporated, capitalized at \$60,000. William O. Wise is president and C. Forrest Dowe, treasurer.

R. T. Browne is now with the Simonds-Shields-Lonsdale Grain Company at its Hastings, Neb., office. He was formerly at the Hastings office of the Goffe & Carkener, Inc.

G. C. Hipple for a time president of the Hutchinson, Kan., Board of Trade and identified for years with the grain trade there, has moved to Omaha, where he will engage in the tire business.

J. Murdoch Dennis is now chairman of the Commission Rule Committee of the Baltimore Chamber of Commerce. He is president of Dennis & Co., Inc., grain commission merchants and forwarders of Baltimore.

An unfavorable report was given by the Portland (Ore.) Merchants Exchange on the proposal to extend free time on cars of wheat in the export trade from five to 10 days as is the custom in eastern markets.

Frederick M. Knorr has been elected a member of the Board of Directors of the Baltimore Chamber of Commerce. He is succeeded on the Hay and Straw Committee of the Chamber of Commerce by C. Wilmer Watkins.

Hereafter, transfer of Chicago Board of Trade memberships will be negotiated through the secretary's office. Prior to this ruling (by vote of the membership), these transfers were handled by membership brokers.

The Trans-Mississippi Grain Company of Omaha, Neb., has sent several hundred thousand bushels of corn for export through New Orleans this year, and reports that the shipments have been handled satisfactorily through the port.

At the meeting of the directors of The Chicago Board of Trade held March 6, Winston, Strawn & Shaw were appointed general counsel for the Board, to succeed Morris Townley, who had been attorney for the exchange for several years.

The Kansas City Board of Trade has changed from direct wire to ticker system in quoting the Chicago grain and provisions markets. Doubling of the price of the wire service by the Western Union Telegraph Company led to the change.

Schroeder & Co., Inc., Boston, Mass., have been incorporated to deal in grain, stocks and bonds, capitalized at \$100,000. John A. Schroeder is president and treasurer. The company has offices in the Boston Grain and Flour Exchange, Boston.

A \$5,000 fund has been established as a memorial to students in the Manitoba Agricultural College who lost their lives in the World War, by James A. Richardson, grain dealer of Winnipeg, Man. The fund will produce an annual guaranteed revenue of \$300.

On April 9, the Chicago Board of Trade will have completed 80 years of service to the grain world, and on that occasion the American Legion Post of the Board of Trade will give a program, which will constitute an important part of the celebration of the anniversary.

Jackson Bros. & Co., of Chicago, Ill., and Jackson, Boesel & Co., of New York City on March 1 merged as Jackson Bros., Boesel & Co. All of the partners of the two old houses are included as partners in the new firm. The new firm has a branch in practically every terminal market in this country and Canada, and holds membership in 22 exchanges. Jackson Bros. & Co., of Chicago were organized in 1876 and the New York company in 1927.

It is possible that the Boston Grain and Flour Exchange and the Boston Curb Exchange, the latter handling securities, stocks, etc., not listed on the Boston Stock Exchange, may be merged. It is said that some arrangement is being worked out and that 30 stock brokers who are members of the Curb Exchange, have applied for active member-

ship in the Grain and Flour Exchange. It is also understood that trading rules and regulations of the Grain and Flour Exchange will govern the transactions in securities by the brokers.

Frank W. Wise was re-elected treasurer of the Boston Grain and Flour Exchange. Louis W. De Pass was re-elected secretary and Milton L. Cushing elected trustee of the permanent fund for three years. The old Committee on Finance was re-elected: C. H. Jaquith, Warren G. Torrey and Edward H. Day.

At the annual meeting of the Atlanta Commercial Exchange, T. W. Tift was elected to the presidency. Fred Cockrell was elected first vice-president; D. D. Summey, second vice-president; T. H. Brooke, third vice-president; W. A. Gilreath, treasurer; and J. Hope Tigner, superintendent. W. J. Crosswell was re-elected secretary.

A new brokerage company to handle grain, stocks and bonds has been formed at Vancouver, B. C., as Denbigh, Dickinson & Greathead, Ltd., with offices in the Exchange Building. W. Wade Denbigh will look after the grain business; H. Dickinson, the financial affairs; and A. J. Greathead will represent the company on the stock exchange.

A branch office has been opened at Milwaukee, Wis., by Scott, Burrows & Christie, stock and grain commission concern of Chicago. George P. Blakney is resident manager with offices at 68 East Wisconsin Avenue. The company has its Chicago office at 208 South La Salle Street. J. R. Nicol is in charge of the grain department and the stocks of the company.

When the trans-Atlantic telephone service to Hamburg, Germany, was inaugurated, the first call from Chicago was put through by the Uhlmann Grain Company, representatives of the Seehandles Attiegesellschaft in this country. Hedging orders in wheat, rye and lard were handled and the reception at both ends was said to be clear and distinct.

On February 27, members of the Chicago Board of Trade defeated a proposed increase in the commission on 1,000-bushel lots of grain and a change in the clearing rates. The vote was 235 to 332. Amendments providing for the sale of memberships through the secretary's office, and giving directors authority to return any first petition for an amendment to the rules was carried by substantial majorities.

The Grain Committee on the Seattle Merchants Exchange, Seattle, Wash., of which T. R. Perry is president, for the coming year is: S. C. Armstrong, chairman, Milwaukee Grain Elevator Company; H. H. Wylde, vice-chairman; J. B. Hanton, Phil Benedict, H. P. Chapman, W. H. Foster, H. D. Gee, R. M. Hawkins, W. A. Kearns, A. H. Kleinberg, J. Mikkelsen, C. W. Nelson, J. A. Pease, A. A. Ryer, G. T. Shaw, A. G. Tuohy, G. P. Wales.

At the annual election on February 22 on the Little Rock Grain Exchange, Little Rock, Ark., J. F. Weinmann, president of the J. F. Weinmann Milling Company, was elected president. H. K. Cochran, of H. K. Cochran & Co., grain merchants was chosen vice-president; and August Probst, re-elected secretary-treasurer. Carroll Thibault, M. H. Davis, J. S. Eggleston, E. L. Farmer and Guy Cameron are directors of the exchange.

## BOYLE'S GRAIN TRADE BOOK ARRIVES JUST IN TIME

"Shall We Change Our Grain Marketing System?" is the title of the pamphlet prepared by Professor James E. Boyle, of Cornell University, for the Grain Dealers National Association. The author has condensed into the briefest form possible an exposition and defense of the present, independent system of grain marketing. Copies are to be mailed to all senators and representatives, by whom the fate of the current farm relief bills will shortly be decided with the aid of President Coolidge.

The pamphlet treats in a concise way the subject of grain pools, both in the United States and in Canada. It is illustrated with nine graphs or

charts, prepared from official figures, and showing that under the present system the farmer does in fact enjoy "orderly marketing" of his grain because of the function performed by the futures market.

All attempts to "raise the basic price level" through legislation that would enable giant co-operatives, financed at public expense, to withhold grain from the market, are shown to be fallacious and ultimately disastrous.

## ARGENTINE CORN TARIFF UP

Changes in Argentine export duties for the month of March were reported last week to the United States Department of Commerce by A. V. Dye, commercial attache at Buenos Aires.

The tariff on corn was increased from .91 to 1.33 gold pesos per metric ton. The duty on oats also was raised from 4.87 to 5.08 gold pesos per ton. Linseed tariff was changed from .13 to .24 gold pesos per ton; barley from 1.07 to 1.34. A slight decrease in the duty on wheat is effective, that item having been reduced from .32 to .29 gold pesos per ton.

## BARBLESS BARLEY DEVELOPED

The successful testing of a new white variety of barley has been announced by B. D. Leith, plant breeder in the Agronomy Department, Wisconsin University. This barley has smooth beards in contrast to common varieties of barley that possess beards with rows of tiny, saw teeth barbs that cause considerable irritation when the barley is handled, and also are a detriment when the straw is used for feeding livestock.

The new variety represents the culmination of 10 years of intensive barley breeding investigations. This new smooth awned barley was produced by crosses between the dwarf black barbleless barley with the pedigreed Oderbrucker, an improved white variety developed at this station 25 years ago, and now the most commonly grown variety in Wisconsin, in many of the surrounding states, and even in many foreign lands.

Several selected lines of this new variety have been given a three year test in the plots at the Madison Station, and two of these strains have consistently outyielded the Oderbrucker parent, the average increase being 25 per cent. In 1928 it is planned to give this barbleless barley a state wide test by members of the Wisconsin Experiment Association, and if the results prove successful it will then be possible to recommend the variety for general adoption.

## COMMITTEE APPROVES MODIFIED McNARY-HAUGEN BILL

Senator McNary, of Oregon, chairman of the Senate Committee on Agriculture and Forestry, introduced, March 7, a new farm relief bill which has already been approved by his committee and which embodies several amendments proposed to the earlier bills before the committee. Senator McNary announced that he has been authorized to report the bill back to the Senate immediately without further consideration by the committee.

The bill (S. 3555) would establish a revolving fund of \$250,000,000, to be administered by a Federal Farm Board and loaned to co-operative organizations at 4 per cent to enable them to handle surplus production of the product in which they deal.

There is an alternative provision, calling for imposition of equalization fees, as provided in the McNary-Haugen Bill of the Sixty-ninth Congress, to be levied only when co-operatives do not wish to try to handle the surplus themselves, and then only with the approval of the commodity advisory council which, under the provisions of the new bill, would be set up for each commodity as the necessity might arise.

The new bill also contains a provision to enable the Federal Farm Board to insure co-operatives against price decline in the commodities they handle under the bill.



## TRADE NOTES

When you grind feed for a customer the operating cost is important. Sprout, Waldron & Co., of Muncy, Pa., have installed hundreds of Monarch Feed Mills in all parts of the country and will be glad to go into this matter of cost with you.

There are many places in elevator operation where no transmission is found to be as efficient as silent chain drives. Operating on short centers with all the flexibility of a belt and the positive grip of a gear they are ideal transmitters of power and have wide usefulness in the elevator. The new Silent Chain Drive Data Book No. 125, just issued by The Link-Belt Company, 300 W. Pershing Road, Chicago, contains a wealth of power information and should be on the desk of every elevator operator.

Without any question the cheapest insurance for grain in the bin, is an installation of the Zeleny Thermometer System. The condition of the grain from top to bottom can be ascertained at all times. Hot spots are revealed. Cars do not have to be kept waiting until the condition of grain in various bins can be learned. You can operate with assurance and safety with the system installed. The Zeleny Thermometer Company of 542 S. Dearborn Street, Chicago, Ill., will be glad to tell you more about it.

The installation of a Hess Drier in the great elevator of the Quaker Oats Company at Saskatoon, Sask., calls attention anew to this money making and money saving adjunct of the elevator. During the past season driers in all parts of the country worked steadily night and day for months at a time. Needless to say they were not only profitable, but many of the companies could hardly have operated without them. The Hess Warming and Ventilating Company, 1210 S. Western Avenue, Chicago, have an enviable reputation of successful drier installations and would be glad to tell you more about them.

The high price of feed grain at this time makes it incumbent on every farmer to get the utmost out of all the feed he uses for his stock. Meat scraps and digester tankage increase the efficiency of every feeding ration so materially that these products are a real acquisition among the sidelines of the elevator operator. The Riverdale Products Company, 105 West Adams Street, Chicago, will be glad to tell you how the farmer can save \$1.75 for each 100 pounds gain in weight for hogs by using tankage. For weaned pigs, with 10 per cent of tankage plus minerals the gain cost \$6.48 per 100 pounds as against \$29.76 per 100 where fed corn alone. For the good of your farmer customers look into this.

### WHAT BINDER TWINE WILL I HANDLE?

A great many elevators handle binder twine during the harvest season, and a great many more are overlooking a good bet by not handling it. There are many twines on the market, but a recent test made in the laboratory of the International Harvester Company of Chicago of 20 different twines, showed a surprising result in regard to comparative quality. All of the twines tested were supposed to be the same specifications as Harvester Standard. But here are some of the results of the tests.

Standard twine is supposed to run 500 feet per pound with a minimum tensile strength of 50 pounds; 312,000 feet of twine taken from 260 different balls of Harvester twine averaged 500 feet 2 inches per pound.

In 20 bales of twine other than Harvester which were tested there was an underrun of 21 feet per pound or a total of 20,160 feet, about 3 4-5 miles shortage, enough to leave unbound a 13-acre field.

In tensile strength Harvester twine from 26 lots showed an excess of one pound over requirements.

Twenty tests of 20 other brands showed a deficiency of 4¼ pounds.

These results, after all, are not surprising for poor twine, in the mind of the farmer, reflects on the efficiency of his harvesting machines, and the Harvester company cannot afford to awaken any prejudices against its machinery, therefore a rigid inspection is maintained at all times over its twine, and the highest quality insisted upon. The company would be glad to give further information about this interesting sideline.

### PHIL. A. GROTEVANT GOES WITH HOWES COMPANY

S. Howes Company, Inc., which organization was ably represented for so many years by the late William Watson, has engaged Mr. Grotevant to take care of its Central States territory. His headquarters will be at 5834 South Park, Chicago.

"Phil", as he is familiarly known in the trade, is conceded to be one of the outstanding grain men of Chicago. In 1921 he was appointed superintendent of the Armour Grain Company's Sante Fe Elevator. Four years later he was transferred to the Northwestern Terminal, the 10,000,000-bushel house, operated by the same firm and rated as the world's largest elevator.

Previous to his experience in Chicago Mr. Grote-



PHILIP A. GROTEVANT

vant was for three years superintendent of the N. Y. C. Railway Company's Terminal Elevator at Schneider, Ind., operated by Taylor & Bournique. The firm in 1919 put him in charge of their brokerage office at Streator, Ill.

Mr. Grotevant is familiar with practically every phase of the grain business, having occupied the several positions of working foreman, superintendent, grain buyer and manager. He is an expert judge of grain and when it comes to diagnosing grain troubles and determining the proper remedies to apply, it is said that Mr. Grotevant has no peer. Coupled with his brilliant grain record and a broad knowledge of elevator and mill machinery is a genial and pleasing manner which has done so much to make him popular with those who served under him and the executives whom he served. We predict that his alertness and his businesslike methods will stand him in good stead in his new connection. In these days quick and intelligent service is what the grain trade insists on getting and of this "Phil" promises his friends a full measure.

Mr. Grotevant has been spending the last two weeks at the Howes company's factories at Silver Creek, N. Y., familiarizing himself with the extensive "Eureka" and "Invincible" lines of grain cleaning machines and the special feed milling equipment in the building of which the house of Howes excels.

### ENGINEER HAS BIG OPPORTUNITY IN BUSINESS WORLD

The opportunities for the engineer in business are greater today than ever before, according to W. S. Hovey, president of Fairbanks, Morse & Co. of Chicago, who spoke on "The Engineer's Part in Business" before the Chicago section, American Society of Mechanical Engineers as a part of the Midwest Power Conference program in Chicago on February 17. In order to take advantage of these opportunities, however, Mr. Hovey pointed out that the engineer of today must be commercially minded.

While this is true in all lines of business endeavor it is particularly true, according to Mr. Hovey, in connection with the manufacture, distribution and use of specialized products for industry. The trend today in manufacturing and selling, he said, is based entirely on the needs of the customer. It is, therefore, more important to supply what the customer needs than what the manufacturer has to sell. It is here that the modern engineer takes his place in both production and sales.

Modern business, stated Mr. Hovey, is not only depending more and more on the engineer to analyze the requirements of the customer but is also calling on him to help increase the profits in business. Competition is so keen that the waste and loss of a few years ago is the profit of today. The engineer, through a careful study of production methods and the elimination of waste, has been able to reduce the amount of material entering into products without in any way decreasing the quality or the factor of safety. The engineer in this respect, stated Mr. Hovey, must be a broad gauge miser.

To produce results which would be beneficial to business Mr. Hovey suggested that the engineer must have the ability to co-operate. He must be willing to work with men and to take suggestions whether these suggestions come from the workman in the shop or from an official in the organization. The struggle for improvements in design, in production and in the use of equipment is greater than ever before. And behind all of this constant struggle, said Mr. Hovey, is the motive of service to the customer, and in so serving to bring a reasonable compensation to the stockholders from the investment in the business.

If the engineer constantly develops a commercially minded viewpoint he has a greater opportunity to take an important place in business. The training and experience the engineer has had of dealing with facts, of being required to think clear through and base his conclusion upon facts was pointed out by Mr. Hovey as fitting him perhaps better than any other profession for such important positions in the business world.

In bringing these thoughts to the attention of the American Society of Mechanical Engineers, Mr. Hovey cited incidents from his own 30 years of manufacturing and administrative experience to show how the engineer can increase the profits of a business or can cause losses by lack of the commercial viewpoint.

### JOHN R. GRAY ESTATE SOLVENT

West coast readers will be interested in the following statement from the administrators of the estate of the late John R. Gray of San Francisco, with offices in Los Angeles and Portland:

"Since the recent death of Mr. John R. Gray, the business of this company has been carried on under the direction of Mr. J. J. Molloy, president. It has been our endeavor to meet all obligations when due, although considerable difficulty has been found in collecting our accounts owing to generally unfavorable conditions. At the same time the estate of John R. Gray, deceased, has been endeavoring to liquidate its interest in this company in order that its business may be carried on without interruption.

"After full and careful consideration it is deemed to be in the best interests of all concerned to effect an arrangement with Mr. Molloy by which



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he is authorized to dispose of the company's inventory of merchandise and collect its accounts. For this purpose Mr. Molloy is engaging in business under the name and style of John R. Gray & Co. It is our earnest wish that the same good will enjoyed by this company in the past will be extended to Mr. Molloy in the conduct of his business.

"John R. Gray, Inc., has always been in a solvent condition. As of December 31, 1927, it had current assets of \$65,140.37, and its current liabilities were \$45,018.33. In addition thereto, its equity in real estate is conservatively valued at \$14,000. Every creditor is therefore assured of payment of his account in full, but it may be that several months will be required before full payment can be effected. Customers will confer a favor by settling their accounts to date at the earliest possible moment.

"In the interest of all concerned we heartily solicit your patience and co-operation with us in the solution of our problems."

## THE GRAIN MARKET SITUATION

By G. A. COLLIER

Grain, Hay and Feed Market News Service Bureau of Agricultural Economics, U. S. Department of Agriculture.

The market for practically all grains developed a decidedly firmer tone during the past month. The continued active demand for bread grains in Europe, together with the reduced supplies of Winter wheat in the United States and continued unfavorable crop conditions in the Soft Winter wheat area, contributed to the advance in the wheat market. On March 9, May wheat closed at Chicago at \$1.36 compared with \$1.30½ a month ago. The Liverpool May price was about 4 cents higher than a month ago and Buenos Aires prices for May delivery nearly 7 cents per bushel higher than at the corresponding time last month. The rapid disappearance of this season's corn crop as indicated by the reports on farm stocks, together with a continued active demand from feeders and industries throughout the eastern and southern states were sustaining factors in the corn market. Renewed export inquiry for rye caused further sharp advances in prices of that grain. Oats maintained their firm position influenced by the unusually small supply yet available on farms and in the markets. An excellent demand for barley caused some advances in the prices of that grain.

The movement of wheat from exporting to importing countries since the first of January has been about 12,300,000 bushels below shipments for the same period last season. The movement from the Southern Hemisphere has been larger than last season by about 9,000,000 bushels, the smaller shipments from Australia being offset by the larger shipments from Argentina. North American shipments since the first of January have been only about 3,500,000 bushels smaller than last season, which would indicate that shipments from other exporting countries, including Russia, had been much smaller than a year ago. Practically no wheat has been exported from Russia since the first of January and trade reports have mentioned the probability of larger imports of flour or grain for the urban population this season. The need for more grain for the cities in Russia has been reflected in a drive made by the Russian Soviet Government to increase their collections of Russian grain. These collections during February amounted to 2,145,000 tons, according to trade reports, which is a record collection for that month.

The generally firm wheat market situation in Europe was reflected in a rather sharp advance during the past month in the prices of native wheats. On March 9 native wheat at Hamburg was quoted at \$1.62½ compared with \$1.51½ a month earlier. Native wheat at Paris advanced 10 cents during the month and was quoted March 9 at \$1.66½. Prices at Milan advanced about 7 cents, being quoted at \$1.96½. Prices of foreign wheats were also advanced at Liverpool, No. 3 Manitoba afloat being quoted in that market March 9 at \$1.55 and 64 pound Rosa Fe for the last half of March

shipment at \$1.50 per bushel. No. 1 Manitoba for shipment next October and November was reported quoted at \$1.63½. Very little United States wheat is being exported but quotations for Hard Red Winter were around \$1.54½. Some Durum wheat afloat was quoted at Liverpool at \$1.43½.

Harvesting of new crop wheat in the Northern Hemisphere will begin with the cutting of wheat in India about the middle of March. The first estimate places the acreage at 30,632,000 acres, or about 640,000 less than last year's final figures. Climatic conditions were generally satisfactory and the condition of the crop was reported good, according to latest reports. The harvesting in India will be followed soon by the harvest in North Africa which competes in the production of Durum wheat. An increase of about 150,000 acres is reported in the acreage in the North African countries this season compared with that harvested last year and conditions there have also been generally favorable.

### FARM STOCKS OF WHEAT ABOUT SAME AS YEAR AGO

The stocks of wheat on farms on March 1 were estimated at about 130,000,000 bushels, or about the same as last year's farm holdings on that date. Stocks of Winter wheat, however, are relatively small. In the principal Soft Winter wheat States, including Missouri, Illinois, Indiana, Ohio, Michigan, Pennsylvania, Maryland, Virginia, North Carolina, Kentucky and Tennessee, stocks on farms totaled only a little over 27,000,000 bushels compared with nearly 46,000,000 bushels last season. Stocks of wheat in the six states producing principally Hard Winter wheat, including Iowa, Nebraska, Kansas, Oklahoma, Texas and Colorado, totaled about 30,750,000 bushels compared with about 35,485,000 last season. Spring wheat stocks on the other hand were about 20,000,000 bushels larger than last season and totaled approximately 53,120,000 bushels in the four States, Montana, North and South Dakota and Minnesota, which produce principally Spring wheat.

The small stocks of Soft Winter wheat, together with the generally unfavorable conditions in the Soft Winter wheat area, have been reflected in the sharply advancing prices of that class of wheat. At this writing (March 10) prices of Soft Red Winter have been advanced to a new high point on the crop, No. 2 Red Winter being quoted at St. Louis at \$1.70 per bushel, or 32 cents over the Chicago May price. These high prices prevailing in the markets of the Central West are beginning to draw Soft Winter wheat and flour from the Pacific Coast again this season. Quotations at other markets were relatively lower than at St. Louis but have shown sharp advances during the past month, No. 2 Red Winter being quoted March 9 at Cincinnati at \$1.64½-1.65½, at Chicago nominally at \$1.60 and at Toledo at \$1.60½-1.61½.

Hard Winter wheat prices have followed the advance in futures and the relatively large premiums prevailing for high protein have been well maintained. At this writing, however, the demand for the high proteins is slightly less urgent than a short time ago. Twelve per cent protein No. 2 Hard Winter was quoted March 9 at Kansas City at 9-14 cents over the May price of \$1.28½. Thirteen per cent was quoted at 19-26 cents over the May price. The Omaha market at this time is relatively firmer than other Hard Winter wheat markets. A sale of No. 2 Dark Hard Winter 14 per cent protein was reported at \$1.70 during the week ending March 9. This was the highest price paid for this grade of wheat so far on the present crop. No. 2 Hard Winter 12½ per cent protein was quoted on the same date in that market at \$1.51.

Premiums for high protein Spring wheat were also slightly reduced during the past month although prices in general have followed the upward trend of the future market. Receipts have been of moderate volume but have been readily taken. No. 1 Dark Northern Spring 12 per cent protein was quoted at Minneapolis March 9 at 10-15 cents over the May price of \$1.30½. Thirteen per cent protein was bringing 28-34 cents over and 14 per cent 40-48 cents over the May. High protein types

of No. 1 Hard Spring wheat from Montana were being quoted at Minneapolis at \$1.72½-1.73½. This would compare in a general way with No. 1 Manitoba, which was quoted at Winnipeg March 9 at \$1.46½.

### HEAVIER FEEDING THIS SEASON

The rapid disappearance of this season's corn crop was indicated by the reports of farm stocks March 1. Total stocks were estimated at 1,020,335,000 bushels, or about 114,000,000 bushels below the amount remaining on farms at the corresponding date last year. This would indicate that around 135,000,000 bushels more corn had been disposed of to date this season than for the same period last season. Stocks in the corn belt were about 55,000,000 bushels smaller than on March 1 a year ago, the reduction of more than 145,000,000 bushels in the area east of the Mississippi River offsetting by that amount an increase of about 91,000,000 bushels in the states west of the river. The total supply of feed grains on farms, including corn, oats and barley, at the first of March was about 3,380,000 tons less than March 1, 1927, and about 11,560,000 tons less than on March 1, 1926.

The rapid disappearance of feed grains, particularly corn, can be accounted for in part by the larger number of hogs on farms this season. At the first of January there were about 4,500,000 more hogs on farms than a year ago. Hog marketings since the first of November, however, totaled about 3,000,000 more at the principal markets than for the same period last year, marketings during January being 25 per cent and February 59 per cent larger than last season. Receipts at some of the eastern markets showed even a greater increase during February than the average. These continued heavy marketings, which in some markets included a considerable percentage of pigs weighing from 100 to 130 pounds no doubt reflect the unfavorable relation between hog and corn prices, particularly from the standpoint of the feeder who must buy corn.

Receipts of corn at the principal markets during February and the first two weeks in March have been materially larger than for this period during recent years, but demand has been active and market stocks have increased but little faster than last season. About half of these total corn stocks on March 3 were in Chicago and Kansas City with nearly 14,060,000 in the former and 9,000,000 in the latter market. There were relatively large stocks also at Omaha. Feeders and industries throughout the eastern and southern states have continued active buyers and offerings have been readily taken as they have come onto the market. The highest prices of the season were reached about the middle of February when No. 3 Yellow corn sold at Chicago at \$1.00 per bushel. Since that time cash prices have declined slightly but the market has continued firm and on March 9 No. 3 Yellow corn was quoted at Chicago at 98-98½ cents, at Kansas City at 89-91 cents, at St. Louis at 95½-98 cents and at Omaha at 88-92½ cents.

With the smallest stocks of oats on farms since 1912 and estimated at only about 376,700,000 bushels, the oats market has continued very firm with demand active for the limited offerings. On March 9 No. 3 White oats were quoted at 55-60 cents at the principal distributing markets.

The rye market continued its upward trend during the month influenced by a good export demand. Notwithstanding the materially larger crop this season, stocks on farms at the first of March were only about 2,000,000 bushels larger than last season. Receipts at the four principal markets, Chicago, Duluth, Minneapolis and Milwaukee for the period July to February totaled nearly 30,000,000 bushels compared with less than 14,000,000 bushels for the same period last season. Exports during this period accounted for nearly 21,000,000 bushels of the receipts and stocks in the markets totaled a little over 4,000,000 bushels compared with about 14,000,000 bushels a year ago. Stocks in the markets last year, however, included about 10,000,000 carried over from the 1926 crop. Including the stocks at the markets and on farms, the supply of rye is about 8,000,000 bushels short of the amount available a year ago.



## NEWS LETTERS

## INDIANAPOLIS

H. M. RUDEAUX

CORRESPONDENT

**D**URING the past month the receipts of corn to this market have been abnormal. They have averaged about 75 cars a day, and were readily absorbed. Movements of this kind are expected during December and January, but never before have the receipts run so heavily during February and March. Many dealers were led to believe the movement of corn was over after the heavy movement in January, but the sudden falling off was caused by the conditions of the roads. Some of the larger dealers believe that with the coming of spring which is not far off, there will be another slump, the good weather will encourage farm work and little grain will move from the farmers' hands until plowing is over.

Edward Sheppard, manager of the Cleveland Grain & Milling Company, reports some improvements at Elevator "B," where one of the very latest type No. 14 Style "D" Monitor Warehouse Separators, manufactured by Huntley Manufacturing Company, is being installed. The new separator has a capacity of 2,000 bushels an hour, and will be motor driven. The 1,700,000-bushel elevator is gradually being filled with corn, and is running night and day, in order to keep the tracks clear.

The reports on wheat are very pessimistic and are increasing every day. Conditions in many parts of the state are alarming, and reports say that the late sown crop will not survive. There is a possibility of the early sown fields being saved, providing there is an ideal spring, but unless we have favorable weather with the necessary amount of moisture, the crop will be extremely short. The Indiana Grain Dealers Association is sending out a questionnaire in order to get the true condition of the crop.

The demand for Soft Winter milling wheat has been very good, the better grades bringing a premium over Hard wheat of 23 to 25 cents a bushel, with offerings very limited. Most of the corn coming to this market has originated at points west of Indianapolis, Illinois points and some west of the Mississippi River. Little or no corn has been shipped from Indiana points. Most of the receipts have graded No. 5 with some lower grades and Sample grades.

Oats are having a fair average demand showing some improvement owing to seeding time. Receipts, however, have been only fair to light, grading some two's and sample. During the past few weeks some cars have graded No. 2 and were taken for seed.

Ear corn is in excellent demand and arriving from points west of the Mississippi River is being shipped to Kentucky and Indiana interior points for feeding. Good sound ear corn is selling at a premium, with offers very light and demand increasing.

The truth of the old assertion, that none is so blind as he who will not see, is illustrated by the Ohio group that went to Washington to oppose a Federal appropriation to be used in fighting the European corn borer. One of the delegation said that he represented 2,000,000 farmers. Other information indicates that he "represented" only a small group. C. O. Bardsley of Ottawa, Ohio, told the House Agricultural Committee that he did not believe the corn borer to be a menace and that appropriations to fight it are a waste of public funds. The Ohio opposition is on the ground that the farmers will be saddled with additional tax burdens. Frank N. Wallace, Indiana state entomologist, has taken several groups of farmers to the regions in Canada, where the corn borer was permitted to have its way. None who has seen the devastation has returned home at all skeptical. The plea of those who know what the borer will do is

to be permitted to fight it with the best means at hand. This includes a clean-up of every farm in infested areas. Rather than require the farmers to bear the burden of this extra work, although all of it is purely a defensive measure, arrangements were made to pay them for giving assistance in protecting themselves. Close students of the situation think Federal remuneration should not extend over a period of two years, but there is need for money to pay for next year's clean-up and that is the reason Representative Purnell of Indiana urges an additional appropriation. The corn crop in the Middle West faces heavy loss unless the corn borer fight is continued.

Mr. and Mrs. Bert A. Boyd returned home after a trip in search of good health, from the south of France. Mr. Boyd's health is much improved and is expected to return to his usual duties very shortly.

Joe Lackey, formerly wheat salesman for the Indiana Wheat Growers Association, and recently engaged in the grain business in this city, will discontinue his business and enter into the services of the National Milling Company of Toledo, Ohio, as wheat buyer. Mr. Lackey will leave Indianapolis on Saturday, March 10. The last 10 days have been spent in closing up his affairs here, and while some rumors are afloat that the business will be continued by a new company, nothing authentic could be learned.

On the evening of March 12, the Indianapolis Grain & Hay Club will hold a business meeting in the library of the Board of Trade Building. Preceding the meeting there will be a supper served in the dining room. The meeting will be for members only.

The Indiana Brotherhood of Threshermen held a three-day meeting February 8, 9 and 10 at the Hotel Severin. More than 200 delegates, representing approximately 6,000 members of the brotherhood, attended the convention.

On Tuesday evening, February 28, members of the grain trade of the Indianapolis Board of Trade gave a farewell dinner in honor of Joe Lackey at the Elks Club in North Meridian Street. Lew Hill, of the Lew Hill Grain Company, was master of ceremonies and Edward Sheppard, of the Cleveland Grain & Milling Company, was toastmaster. About 40 persons gathered around the festive board and proceeded to give Joe a typical Hoosier send-off.

## KANSAS CITY

B. S. BROWN

CORRESPONDENT

**G**RAIN interests in this section of the country are especially interested in the plans for a navigable Missouri River. Government engineers who are now engaged in developing the Missouri believe that a channel suitable for barge service from Kansas City to St. Louis will be completed within the next two years. The effect of this new transportation will be of vital importance to Kansas City as the largest cash grain market in the United States, and the reduction over rail transportation cost will attract grain to this point from a much greater territory, it is believed. It is estimated that the reduction would amount to approximately 20 per cent over rail transportation cost. Grain men here believed that about 1½ million tons grain and grain products, or nearly 45,000,000 bushels will be transported annually by barge. An additional feature is the belief of traffic experts that with water transportation to reckon with in the Southwest's transportation system, there will be change in the rail rate basis in this territory.

The present investigation of the grain rate structure of the West, now under way in Chicago, is expected to result in reduced freight rates on grain and grain products to the southwestern grain ship-

pers, according to traffic experts who are attending the hearing. The Kansas City Board of Trade and a number of Kansas markets subscribed to a fund of \$50,000 to defend the grain industry of the Southwest. The grain growing and grain marketing industry in this section is watching with considerable interest the progress of the investigation, and hoping for a favorable decision. Walter R. Scott, transportation commissioner of the Kansas City Board, is conducting the case for the defense.

W. H. Marshall, president of the W. H. Marshall Commission Company, who for many years was a member of the Kansas City Board of Trade, died here at his home on March 2. Mr. Marshall had been ill for a month with neuritis, which developed into pneumonia before he died. Mr. Marshall first became a member of the Kansas City Exchange in 1905 when he was president of the Marshall-Michel Grain Company. He sold his membership in 1909, but in 1915 he again purchased a membership and organized the commission company bearing his name. Mr. Marshall was nominated for the presidency of the Kansas City Board of Trade at the last election but withdrew his name before the election took place. He was 61 years old at the time of his death. He was a native of Atlanta, Ga. Most of his early life was spent in Rome, Ga. Then in 1894 he went to Joplin, Mo., where he entered the grain business. Mr. Marshall was active in the conduct of his business up until his last illness a month ago. He is survived by his son Edmund Marshall and his widow, Mrs. Ora P. Marshall. Burial was in Joplin, Mo.

J. P. Parks, feedstuffs broker of this city, will open a branch office in Chicago sometime after April 15. George S. Chesbro, formerly purchasing agent of the American Milling Company of Peoria, Illinois, will manage the new office. Mr. Chesbro has a wide acquaintance in the feed trade. Mr. Parks deals in millfeed, dried buttermilk, cottonseed and linseed cake and meal, rolled oats, and a number of similar commodities. He has been in the brokerage business in Kansas City for five years.

At a meeting of the Southwestern Millers League here on February 22, definite steps were taken to protest the practices of Buffalo, N. Y. millers in connection with exports of wheat products to Cuba. The fact that they are bringing Canadian wheat into the United States in bond, and in turn shipping the flour to Cuba under the American preferential export duty, is having a direct effect on grain and milling interests in this territory. The agitation at this time is due to the action of the Buffalo millers in having a recent order of the Cuban government suspended until March 15. The order, secured largely through the efforts of the Kansas City Board of Trade and the Southwestern Millers League, required that all flour shipments into Cuba under the American preferential duty must be accompanied by a certificate declaring that the wheat is from the soil of the United States and the flour has been milled in the same country and the total shipment does not contain any mixture of any other foreign flour. David S. Jackman, treasurer of the Kansas Milling Company, of Wichita, and H. D. Yoder, president of the Export Flour Trade Service of Kansas City, have been appointed by the Southwestern Millers League to go to Washington for a conference with the secretaries of the three departments of Agriculture, State and Commerce. From there Mr. Yoder will go to Havana where he will have a consultation with Cuban officials. The Soft Wheat Millers Association of Nashville, Tenn., have indicated their desire to join with this section in protesting the action of the Buffalo millers.

Grain men and millers in Kansas City have subscribed to a fund to maintain a news bureau here for the exploitation of news of grain and milling interests in this territory. The Grain Belt News Bureau, the name of the new organization, is under the management of Frank M. Stoll, and is located at 936 Board of Trade Building.

The Monthly Review of the Federal Reserve Bank of Kansas City shows that the movement of corn to primary markets in this district continued through January in slightly smaller volume than in



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December, but with an increase of 140.2 per cent over receipts in January 1927. Arrivals of wheat during the month were 1.7 per cent smaller than in December and 23.6 per cent smaller in the same month last year. Receipts of oats were larger than in either the preceding month or the same month last year.

William J. McNeil, who was formerly with Nye & Jenks Grain Company, has changed his representation to the Russell Grain Company. Mr. McNeil has been a member of the Kansas City Board for a number of years.

Malcolm D. Smith has been elected to membership on the Kansas City Board of Trade on a transfer from A. L. Goetzman. Mr. Smith is with the Zenith Milling Company. There was no consideration involved.

F. J. Fitzpatrick, of the Simonds-Shields-Lonsdale Grain Company, recently returned from a stay of seven weeks in Europe. Mr. Fitzpatrick visited a number of the Italian cities, including Rome, Naples and Florence, and spent some time in Paris, and in England and Ireland.

The tenth annual students' grain judging contest conducted by the Kansas State Agricultural College at Manhattan, Kan., will be held on April 28. It is expected that between 200 and 300 students will compete. A number of Kansas City grain firms have offered prizes.

## BUFFALO

ELMER M. HILL CORRESPONDENT

WILLIAM B. PRICKETT of Chicago, representing the Bondholders' Protective Committee, was the only bidder at the auction sale of the Great Eastern and Dakota Grain Elevators, held in the city and county hall at Buffalo early this month under mortgage foreclosure proceedings instituted by the Manufacturers & Traders-Peoples' Trust Company of Buffalo. Percy A. Smith, referee, sold both elevators and the property connected with them for \$550,000. Each elevator was sold separately, the Dakota Elevator bringing \$250,000 and the Great Eastern bringing \$300,000.

There was a large crowd of elevator owners and managers, grain men and vessel agents present at the sale. It had been expected there would be spirited bidding for the two properties but after the conditions of the sale were read, the only bids submitted were those of Mr. Prickett on behalf of the bondholders. The mortgage against the Dakota Elevator was for \$1,000,000, while the Great Eastern Elevator was mortgaged for \$1,250,000. The Great Eastern is equipped with two marine elevating legs having an unloading capacity of 20,000 bushels of grain an hour, and the main elevator has a storage capacity of 1,840,000 bushels. The Dakota also has two legs with an unloading capacity from Great Lakes steamers of 22,000 bushels an hour and has a storage capacity for 1,250,000 bushels of grain. Both houses are in good physical condition and are conveniently situated on the Blackwell Canal and the Buffalo River. Both have railroad switches on the premises for reloading facilities onto eastern trunk lines.

The Western Elevating Association, Inc., of Buffalo, of which George E. Pierce is president and manager, has purchased the Wheeler Grain Elevator from the Transit Forwarding Company, Inc. The purchase price was not announced. Negotiations for the sale had been under way for a considerable period of time. The Wheeler Elevator has a grain storage capacity of 750,000 bushels. With the acquisition of this elevator, the Western Elevating Association, Inc., will add it to group of elevators controlled by the organization. Mr. Pierce operated the Wheeler for 10 years after its construction by the late A. J. Wheeler. It is located on the Buffalo Creek and the Buffalo River. Mr. Pierce explained that the elevator was purchased because of its strategic position and its flexible working building and equipment which makes it possible to use it very advantageously in connection with other elevators at Buffalo under the management of the Western Elevating Association, Inc.

R. V. Craig, traffic commissioner of the Buffalo Corn Exchange, was one of the witnesses in Chicago before the Interstate Commerce Commission hearing on export grain rates. The hearings were empowered by the Congressional Hoch-Smith Resolution to seek a general readjustment of agricultural rates for the American farmer with special emphasis on grains and grain products. Mr. Craig was cross-examined regarding the accuracy of the

lake and rail charges on wheat receipts of Buffalo, New York and Montreal, the three rival ports of New Orleans. Carl Giessow, manager of the New Orleans joint traffic bureau, claimed the freight rate adjustment on grain for export from the great producing fields of the Middle West and Northwest is more favorable to Buffalo and other ports of the Great Lakes and St. Lawrence waterway, than to New Orleans. The southern interests appealed for a lower rate schedule on grain exports for the gulf port, contending that the Great Lakes and St. Lawrence waterway cities obtain bulk grain cargo, part of which might be exported via New Orleans and the Gulf, if the Gulf city had a lower rate schedule. Mr. Craig sought to establish Buffalo claims for a reduction of three cents per 100 pounds on grain shipped from Buffalo to North Atlantic ports for export; for a parity on rates on wheat and flour and the adjustment of the differential which gives Cleveland, Toledo and Detroit an alleged advantage in shipping their grain to Philadelphia and Baltimore.

Stocks of all grains at the head of the lakes have never been greater than they are today, according to advices received by grain and elevator interests in Buffalo. Early in March they stood at 73,616,391 bushels at Fort William and Port Arthur, 9,000,000 bushels more than they were prior to the opening of navigation last year on April 16. Wheat stocks are almost the same as the entire grain stocks were a year ago. Country elevators shipped more than they received and the visible wheat supply in the western inspection division increased to 120,938,341 bushels.

Thomas H. Hennessey, vice-president of the Monarch Engineering Company of Buffalo, elevator builders, and his wife and 11 of their 13 children, celebrated their twenty-fifth wedding anniversary early this month. Two sons studying in Washington were unable to attend the celebration. At mass, celebrated by the Rev. T. W. Smith, in the chapel of Holy Angels' Church, Mr. and Mrs. Hennessey renewed the marriage vows taken 25 years ago.

Despite the agreement entered into between American and Canadian lake shipping companies whereby the Great Lakes navigation season will not be opened this year until May 1, local shipping interests expect the Welland Canal connecting Lakes Erie and Ontario on the waterways route to the St. Lawrence and Montreal will open as usual April 15.

While the Port of Buffalo has many enviable ratings based on comparative statistics, its existing grain storage facilities are capable of handling a greatly increased volume of business annually, possibly double the amount now being done, it was stated in local elevating circles. While last year more grain was handled through terminal elevators at Buffalo than was exported from the seven grain exporting ports or districts of the United States, a total of 257,734,406 bushels being elevated from lake carriers and reshipped to the American and Canadian Atlantic Seaboards, the present line-up of Buffalo elevators can handle an additional 200,000,000 bushels according to John J. Rammacher, president of the Buffalo Corn Exchange.

## MINNEAPOLIS

ALBERT W. MORSE CORRESPONDENT

THE annual report of the Chamber for 1927 has been issued by John G. McHugh, secretary-treasurer. It was sent to every individual member, of which there are 566. Federal and state departments, state universities, foreign governments, leading city libraries, leading railroad companies and grain exchanges were sent copies.

The Haertel Company, Inc., is the new name of the flour and mill feed firm which until March 15 was The Haertel-Phelps Company. Officers of the organization are W. G. Haertel, president; G. A. Haertel, vice-president; Ray E. Haertel, treasurer; R. Opsal, secretary and manager.

On February 28, the Chamber membership standing in the name of Arthur J. Lahiff was transferred to that of Ludwig Eisemann. The privilege of corporate membership was given to Eisemann & Co., Inc., on February 28. Nathan J. Nelson, representing Brown Grain Company, on February 28 was given a traveling representative license. Firm membership in the Chamber was granted on March 8 to Jackson Bros., Boesel & Co.

E. F. Barrett, Becher, Barrett, Lockerby Com-

pany, returned March 1 from the North Dakota convention. "I couldn't say too much for the convention, about the growth of the association itself, and the unquestionable benefit which it is to its members," he said.

Progress on the new building of the Chamber is so satisfactory that it may be ready for occupancy before July 31.

## ST. LOUIS

FAIRMOUNT CORRESPONDENT

THE Board of Directors of the Merchants Exchange will make no appointments for official positions until June 1, so as to give the incoming directors a chance to become familiar with the operation of the various departments.

On February 19, the river house of the Burlington Elevator, owned and operated by the Marshall Hall Grain Corporation, was destroyed by fire, loss amounting to \$200,000. This did not affect the main house, which is intact.

On February 10, James Flynn, wheat buyer for the Plant Milling Corporation, tendered his resignation, effective March 1. It is with much regret that we lose Mr. Flynn. He was very well liked by the membership.

On February 19, Mrs. Ella Prunty, sister of Charles E. Prunty, departed this life. The Charles E. Prunty Seed Company, of which the late C. E. Prunty was president, is being conducted by two half brothers of Mr. Prunty.

The St. Louis Grain Club had their annual meeting and recreation at the Statler Hotel at 6:30 on February 16. An enjoyable time was had by all who attended.

William Meek, president of the Meek Milling Company, of Marissa, Ill., was a visitor on 'Change. He has just recovered from a fall in riding on a car in Kansas City, dislocating his shoulder.

Fred S. Mueller, of the Mueller Grain Company, of Peoria, Ill., is an applicant for membership on transfer from John Fitzgerald, general agent of the L. & N.

C. J. Gundelfinger of the Kellogg Huff Commission Company of this city left us on March 5 to open a branch office at St. Joseph, Mo. The best wishes of the membership were tendered to Mr. Gundelfinger in his new venture.

Henry J. Fehr, vice-president of the Producers Grain Company of this city, died on March 3 of pneumonia with heart complications. Mr. Fehr is an old member.

Edward M. Flesh, a former member and resident of this city, was a visitor here on March 3. During the World War Mr. Flesh was administrator of the United States Grain Corporation, later assuming charge of the United States Grain Corporation in New York City, which was finally closed up in December, 1927. Mr. Flesh is looking fine and was welcomed by the members.

T. Carroll Taylor, aged 78, died at his home here on February 22. Mr. Taylor was one of the oldest members. In 1887 he founded the T. C. Taylor & Co. and was president until 1890, when he was associated for 14 years with the Seele Bros. Grain Company of St. Louis. Funeral was held from the family residence to St. Francis Xavier Church, Grand and Lindell Boulevards on February 24.

James Van S. Barrett, a millionaire real estate merchant and a member of the St. Louis Merchants Exchange, died on February 12 of heart disease. Mr. Barrett is a descendant of a long line of distinguished ancestors, some of them prominent in the early history of St. Louis, one of whom was Wm. B. Christy, who was noted for his philanthropy. He is survived by his brother, Arthur B. Barrett of St. Augustine, Fla., and a nephew, William Barrett Fros. Mr. Barrett was born in Springfield, Ill., and came here with his parents in his youth. He was educated in the local grade schools, St. Louis University and Georgetown University. His father, Arthur B. Barrett, was mayor of St. Louis shortly after the Civil War.

The following are noted among the visitors to the St. Louis Merchants Exchange: H. C. King of Battle Creek, Mich.; F. W. Mueller of Peoria, Ill.; W. D. Wallace of Topeka, Kan.; W. A. Kearns of



Seattle, Wash., D. R. Wood of Winnipeg, Canada, E. A. Igleheart of Evansville, Ind., H. H. Hodgson of Kansas City, Mo., Jule G. Smith of Ft. Worth, Texas, J. S. Gallagher of Kansas City, Mo., B. Cummings of Rutherford, D. B. Kevill of Sikeston, Mo., J. M. Cook of Pine Bluff, Ark.

Sam Whitehead of the Nanson Commission Company has just returned from a pleasure trip in the South. Mr. Whitehead is looking robust and was welcomed by the membership, who are glad to have him back again.

## DULUTH

S. J. SCHULTE - CORRESPONDENT

TRADING has been in normal volume for the season on this market and operators are looking forward to a period of activity developing during the spring period. Stocks in the elevators here increased approximately 3,000,000 bushels during the last month with supplies of all grains as on February 10 standing at 23,200,000 bushels. As the elevators at Duluth and Superior have a rated capacity of 38,000,000 bushels, no apprehensions on the score of their ability to receive any grain that may be marketed up to the opening of navigation now set for May 1 are entertained. Line elevators over the Northwest are carrying moderate quantities of grain in store upon which they desire to earn storage charges up to as late a period as possible. That grain is ready to be forwarded to the terminal elevators as soon as there are any signs of their storage facilities becoming cramped. Farmers' marketings at country points are expected to reach substantial proportions in some districts after the roads become passable this spring. With premiums all the way up to 46 cents a bushel of May being paid for Nos. 1 and 2 Dark Northern Spring wheat and of 30 cents over the May price for Nos. 1 and 2 Amber Durum, wheat growers are being offered liberal prices upon their better lots of protein grain. With continued good demand coming from millers for those grains for use in the manufacture of their special grades of flours and food products, an inducement is being offered to growers to pay special attention to the selections of their seeds this spring with a view to raising their grades as much as possible.

Business changes in the grain trade on this market during the last month were confined to the transfer of the Duluth Board of Trade membership of M. G. McQuade to F. H. Higgins of F. H. Higgins & Co., Minneapolis, and of the membership of at Florida and California points.

Elevator and commission men on this market are taking advantage of the off-period to make vacation trips to winter resort points. George G. Barnum, Sr., of the Barnum Grain Company, is now in California after a run down to Mexico City. The "boys" expect that he will have an interesting story of Mexican conditions to tell upon his return. H. A. Starkey, president of the Consolidated Elevator Company and his son, Warren Starkey, grain commission merchant, are spending a vacation down in Texas. Both are enthusiastic golfers and are enjoying the sport down there. Charles F. Haley, manager of A. D. Thomson & Co., and B. Stockman, manager of the Duluth-Superior Milling Company, are also away upon extended winter vacation trips at Florida and California.

Striking results have been attended in coping with the smutty grain problem, according to officials of the Minnesota State Grain Inspection Department and of receivers and the elevators' interests here. The records of the inspection department and receivers showed that only about half the number of smutty cars of grain were received on this market during the 1927 season as compared with the previous season and by greater care in the selection of seed it is hoped that the results for the coming year will be even more striking. Duluth interests have been seconding the efforts of the Northwest Grain Smut Prevention Committee as far as possible and they have been losing no opportunities to spread the gospel of good tested seeds before their farmer clients. Receivers and elevators men have emphasized the heavy money losses sustained by shippers who send smutty grain forward to the markets, it having been demonstrated that even a trace of smut showing in a car is sufficient to result in a heavy penalty in discount being imposed upon the shipper. The trade here has been pursuing a systematic campaign against shipments of dirty grain to the terminal markets. It has been pointed out that close attention should be paid to the cleaning of grain before shipping rather than to be obliged to submit to severe price

penalties later. The effect of that campaign was shown in the records of marketing during the present crop year. Shipments penalized on that account have been in comparatively small proportion.

With the opening of lake navigation for the season now officially set for May 1 by both the American and Canadian vessel owners' associations, grain men are making their arrangements accordingly. As ample notice has been given to the change in the old rule that set the official opening of navigation at the arrival of the first boat at the Head of the Lakes from a Lake Erie port, no serious difficulties regarding spring deliveries are now feared. Prior to the taking of concurrent action by Canadian vessels with that of American lake interests last month, it was feared that serious disarrangement in the carrying through of opening of navigation delivery contracts might be brought about. Officials of the Duluth Board of Trade posted a notice pointing that angle of the situation out. As it stands now, grain men here are generally of the opinion that no great harm could be brought about through setting a later date for the opening of the navigation season, as boat tonnage is conceded to be ample to relieve the elevators from any threats of space congestion. It is admitted that it has been the general rule in the past for grain shipping from the elevators to become slow after early delivery contracts had been taken care of. A considerable quantity of Spring wheat, Durum and rye is scheduled to go forward from here promptly at the opening of navigation, but few contracts for boat space have so far been tied up. Negotiations are proceeding quietly between shippers and vessel agents, and it is assumed that everything will be worked out satisfactorily. Grain men are however prepared to back up strongly against any attempts of the vessel interests to unduly advance freight rates on shipments to Lake Erie and Georgian Bay ports. The major proportion of the protein Spring wheat in the elevators here has been already earmarked for shipment to Buffalo on account of millers there. Their buyers have been in the market steadily for that grain and they are understood to have liberal quantities of it bought. The elevators have been steady buyers of intermediate grades of Spring wheat and Durum of good color and weight for mixing purposes. Holders of futures on this market are breathing more freely with advances of from six to seven cents a bushel showing in the spot Spring wheat market, while spot Amber Durums has been marked up from 6 to 16 cents as compared with a month ago. That change in the marketing situation has gone to relieve a feeling of pessimism that had prevailed in some quarters with the result, that dealers are affording every encouragement to their country customers to go farther this spring as regards seeding larger acreage to Spring wheat and Durum.

Specialists in the rye market are also treading pretty much on air these days in view of the fact that its spot and future quotations have been marked up around nine cents during the last month. A survey has shown that only a negligible amount of the 2,675,000 bushels of rye being carried in the elevators here is free. The bulk of it is scheduled to be loaded out for early deliveries after the opening of navigation. So tight indeed is the supplies situation in rye on this market that operators were forced to turn down export inquiries recently. The spread of only around 12 cents between rye and wheat futures on this market is unprecedented and is regarded as reflecting the heavy export inquiry for rye that has prevailed during the last few weeks.

The Itasca Elevator Company and other interests that have been devoting attention to the barley market this season are in a fair way to reap good rewards for their correctness of judgments, seeing that advances extending up to eight cents have been chalked up in that market during the last month. Exporters are credited with having been grabbing for barley, and the 300,000 bushels being held in the elevators is mostly for early spring delivery.

The impression is gaining in trade circles here that the more flaxseed and less oats acreage will be seeded over the Northwest this spring. That change will be brought about through the lessened demand for oats on account of the marked reduction in the horse population of the country. It is noted that the movement of oats from the country to this market has been at a minimum for a considerable period back. A year ago around 9,000,000 bushels of oats were held in the elevators here and supplies are now down to a trifle more than 375,000 bushels. The slackening in the buying of oats in dealers' channels has however been counteracted to some extent by a broadening call for them in dairying quarters for grinding up into mixed feeds. It is however regarded as gratifying to note that oats are now quoted at around 10 cents a bushel more than a year ago, but their market

has just gained two cents during the last month, or well out of the line with other grains.

With the demand situation in oats as it is many dealers have been suggesting to farmers the cutting down of their oats and increasing their flax acreages over the Northwest this spring. The query "Why should the linseed oil trade in this country be obliged to import around 14,000,000 bushels of flaxseed each year and pay a duty of 40 cents a bushel upon it when their requirements might be fully covered by some substitutions for other surplus crops." The point is stressed that oodles of virgin soil over the various districts are waiting to be broken up, and that with any sort of an even break as regards weather conditions they might produce paying quantities of flax. Northwest linseed oil crushers are reported to be turning their attention to the promotion of flax seeding this spring. At the outset they have been devoting consideration to the making of surveys to find out the amounts and qualities of the seed available for putting in over Minnesota, North and South Dakota and Montana this spring.

R. M. White, of the White Grain Company, asserted that his firm's trade in coarse grains and feeds has shown a gratifying expansion this season on account of the extra demand from the dairying industry. The firm has also experienced a broader call for feeds from Middle West points, that up until lately had been accustomed to buy in other markets.

For the present crop year from August 1 last up till March 10, 153,325,922 bushels of all grains were received on this market as compared with only 60,951,909 bushels up to the same period on the last crop. Of that, wheat receipts accounted for 99,709,000 bushels, against 39,665,667 bushels last year; corn for 111,607 bushels against 89,010 bushels; oats for 689,567 bushels against 1,903,069 bushels; barley for 20,572,796 bushels against 1,483,518 bushels; rye for 22,066,484 bushels against 7,958,999 bushels; and flax for 9,176,268 bushels against 6,850,746 bushels.

## OMAHA

B. O. HOLMQUIST - CORRESPONDENT

CORN continues to move in fair volume throughout Nebraska and country elevator operators predict a large summer movement. A big percentage of the receipts is still grading off on account of excess moisture and some apprehension is felt as to the keeping qualities of this corn during the germination period which is now not far off. Oats receipts have shown some increase the past few weeks due to the high prices at which this grain has been selling in Omaha. Country holders of oats are liquidating their stocks as both the present price as well as the basis compared to futures at which oats are now selling, show the holders a nice profit. The advance in wheat prices also brought about a fairly large movement to this market. High premiums are still being paid for milling wheat of good protein content but low proteins are selling at wide discounts. Durum wheat has been in very good demand and at times has sold at practically Winter wheat prices.

H. K. Schafer, president of the Maney Milling Company, is making a tour of the West Indies, to be gone for a month. He is accompanied by Mrs. Schafer, and is combining business with pleasure, as the Maney company has many customers in that territory.

H. A. Butler, of the Butler-Welsh Grain Company, is on a six weeks' trip to the Pacific Coast. Also sojourning on the West Coast is J. A. Linderholm of the Crowell Elevator Company.

N. B. Updike, head of the Updike Grain Corporation, and Ballard Dunn, editor of the *Omaha Bee*, recently returned from a trip through southern Nebraska. Mr. Updike reports the growing wheat crop in good condition in the territory through which he traveled, in spite of the fact that there was practically no snowfall during the winter. Heavy rains throughout northeastern Nebraska assure this section of the state an abundance of soil moisture for the coming crop year. This territory was badly stricken by drouth in 1925 and 1926.

By the death last week of J. B. Blanchard, of the Mid-West Grain Company, the Omaha Grain Exchange lost another of its oldest members. Mr. Blanchard came to Omaha from Iowa nearly 40 years ago, starting in the livestock commission



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business, where he remained for 25 years. About 15 years ago, he became a member of the grain exchange and has been active on the trading floor since that time with the exception of the past two years when failing health kept him from his duties a large share of the time. A large delegation from the grain exchange attended the funeral which was held at his home on Tuesday, March 6, and many of his friends from the country around Omaha also came to pay their last respects.

W. J. Hynes, of the Hynes Elevator Company, returned recently from California, where he spent the last six weeks of the winter.

Work is progressing rapidly on the 1,000,000-bushel addition to the Northwestern Elevator in Council Bluffs, operated by the Urdike Grain Corporation. Railroad officials were unable to state definitely when construction would be completed, although it is expected that the new plant will be ready for operation at the beginning of the wheat movement this summer.

The 1,000,000-bushel addition to the Missouri Pacific Elevator, operated by the Nye & Jenks Grain Company, is now entirely completed with the exception of the new drying plant.

Plans are being drawn at this time for 1,000,000 bushels additional storage together with new trackage and grain-handling facilities for the Illinois Central Elevator, which is operated by the Crowell Elevator Company. Railroad officials state that this new plant will be in readiness to handle new crop wheat.

## MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

THE grain trade of Milwaukee has been delighted by the tremendous receipts of corn for the past month, in line with the heavy supply also for January. The oats business slumped about as much as the corn trade increased, and left the total grain trade about where it was before. Predictions were made late last fall that a record amount of corn would be handled at the Milwaukee market this season and this prediction has been abundantly verified. The total receipts of corn for last month at the Milwaukee Chamber were no less than 2,560,090 bushels as compared with only 1,813,000 bushels received for the corresponding month of last year. This was an increase of about 700,000 bushels, or nearly a 40 per cent advance. All this season the oats trade has been running light. Grain men declare that apparently there is little oats left in the country. Wheat trade was also very disappointing for the past month at Milwaukee, with only 102,000 bushels as compared with 200,000 bushels for the same month of last year. Rye trade is also getting worse all the time, with only 56,000 bushels offered for the past month as against 239,000 bushels received at the local market for the corresponding month of last year. Rye offerings were thus down to less than one quarter of the receipts of a year ago.

The only other bright spot in the month's grain trade was that of barley with receipts of 929,000 bushels for the past month, as against a supply of 668,000 bushels for the corresponding month of last year.

Milwaukee's grain storage holdings at the opening of the month give clear reflection of the tendencies in the grain trade in recent weeks. For instance, the corn supply has crept up to the 2,700,000 bushel mark, the highest holdings of corn for some time. The oats supply is also fairly large with 1,284,000 bushels, reflecting the oats offerings earlier in the season before the recent slump came. Wheat holdings in storage are almost negligible with only 13,000 bushels at the opening of March. Barley supply is also very light with 111,000 bushels. The rye storage is down to a minimum with just 23,000 bushels. The aggregate holdings are 4,131,000 bushels in elevators, while the total amount of grain afloat is only 591,000 bushels. This is much less than the usual storage of grain on ships in the spring season.

Some important amendments to the rules of the Milwaukee Chamber of Commerce have recently been adopted. One of these provides that the discount on No. 3 White oats as a deliverable grade on future contracts shall be three cents a bushel instead of the 1½ cents a bushel, which was the rule formerly. This rule shall begin to apply only on the July contracts for delivery. Another rule adopted, which is of less momentous concern, is that there shall be smoking permitted in the Grain

Exchange room after 12 o'clock noon on other days than Saturday and after 11:30 a. m. on Saturdays.

With a stable money market, the Chamber of Commerce has again adopted 6 per cent as the going interest rate on advances for the month of March.

A. K. Emrich, who is a member of the Milwaukee Chamber of Commerce, is again making expansions in his operations in the western grain field. Mr. Emrich is the sole owner of the Emrich Grain Company at Cedar Rapids, Iowa. He also operates offices at Emmetsburg and Grand Junction in Iowa and in Sioux Falls, S. D. He has also just opened up an additional office for operations in Des Moines, Iowa. Mr. Emrich nine years ago assumed charge of the Fraser Smith Company, at Emmetsburg, Iowa, and then later went into business for himself.

Milwaukee grain traders are high wrought up about the scheme of boosting eastern lake grain rates and also the plan of ship owners on the Great Lakes to postpone the opening of navigation to the first day of May. "If the high rates and the lake opening on May 1 are carried out as it is suggested the buying of grain will be greatly reduced," declared Secretary Harry A. Plumb, voicing the complaint which is very general among the local grain men. "There are only two boat loads of 500,000 bushels of grain ready to be moved at the opening of navigation. Last year we had more than 2,000,000 bushels of grain loaded on boats. The grain men are limited in their buying ability by their ability to store the grain after being purchased."

Steamship operators and agents here declare that the move to open up lake shipping at the end of April, or the first of May, is merely an economy move to shorten the season and cut down expenses. Vessel men believe they will get about the same traffic all crowded into a short season by this scheme, so that expenses can thus be cut materially.

The new schedule of rates as published here indicates that where grain has been hauled from Buffalo to Milwaukee heretofore for 1¾ cents a bushel, the new rate will be 2½ cents a bushel. The load and hold rates for grain in ships for the opening of navigation have been increased at Milwaukee from 2 and 2½ cents to 4 cents. This move has cut down the usual grain vessel storage to about one-quarter of the former amount. One large Milwaukee grain shipper says that such rates will kill all the grain business and that it is useless for Milwaukee to go ahead and spend millions of dollars on a new harbor if the business is to be choked out by these unwarranted high rates. Grain dealers also declare that there is a hazard in leaving the grain on boats for two weeks longer in spring, as the warm weather of that period makes it increasingly difficult to hold grain in first-class condition.

John L. Bowlus, traffic manager for the Milwaukee Chamber of Commerce, has appeared before the Interstate Commerce Commission, declaring that Milwaukee is having a difficult time to keep up its grain trade from Iowa, southern Minnesota and South Dakota, because the rates on grain have been made more favorable to the Minneapolis market than to Milwaukee. Mr. Bowlus is vigorously working to try to keep all present rate advantages for the local market, and to add others wherever that is possible.

An inheritance tax of \$9,381 has been paid on the Estate of David G. Owen, commission merchant, who died in June last year. Mr. Owen's estate was valued in excess of \$209,000. The tax was paid by his widow, Ella Syverson Owen, who lives at 557 Lake Drive. In his will, Mr. Owen provided that his widow receive \$161,000. His son, Allen K., was given \$5,000, another son, David G., Jr., was provided with \$25,000 and a daughter, Bergetta Owen, was given \$10,000. A sister, Hattie O. Hooker, was given \$1,000.

Through the energetic work of the members of the Milwaukee Chamber of Commerce and especially of M. H. Ladd, the chief weigher at this market, Milwaukee has been chosen for the annual convention of the National Scale Men's Association. Mr. Ladd is a past national president of the organization. The Association of Commerce also added its efforts to those of the grain dealers in bringing the convention here. The meeting will bring several hundred scale men here, including scale manufacturers, representatives from the weighing departments of the various railroads and representatives of the Bureau of Standards at Washington.

Through action of the Milwaukee Chamber of Commerce, the Bernhard Stern & Co. Elevator, which was partly destroyed by fire more than a year ago, has been established as a regular registered storage warehouse. The Donahue-Stratton

Grain Company leased the property and put in the necessary warehouse and established it as a regular warehouse. The re-equipped plant has a storage capacity in excess of 500,000 bushels.

P. D. Curran, a widely known grain dealer of Wisconsin, who lived at Mauston but who frequently visited Milwaukee, is dead at the age of 66 years. He died of a heart attack. With his brother, William, Mr. Curran had conducted a grain elevator for a matter of 40 years or more and it was his boast that he was personally acquainted with every farmer within a radius of 50 miles of his plant. He also held the office of vice-president of the Mauston State Bank since 1904 and was prominent in other community activities of Mauston and surrounding territory.

Milwaukee is likely soon to be besieged by a whole flock of new car ferry lines. No less than five such companies are now making local investigations of car ferry possibilities with a view of sending their ships here when the outer harbor development work is completed. This information was given to the Milwaukee Harbor Commission through its secretary, Ernest Bruncken. He has recently returned from a trip to eastern lake ports where, he informed the Board, there is very flattering comment of the elaborate plans of Milwaukee to provide the finest harbor service on the Great Lakes. Milwaukee grain men are particularly wrought up now about high rates on the lakes and any relief from other boat lines entering here will be welcomed greatly.

Milwaukee vessel men announce that without doubt the Straits of Mackinac will be free of ice earlier this year than ever before, due to the comparatively mild winter. On this basis, they say ships can start earlier this year than ever before. One idea being promoted in Milwaukee is that of sending out loaded grain ships as soon as navigation is permissible from the ice and hold up all other classes of lake traffic until the date set for opening by vessel men—that of May 1.

## NEW YORK

C. K. TRAFTON - CORRESPONDENT

THE readers of this item have very little time left to make preparations for witnessing the Second Annual Minstrel Show under the auspices of the Bowling League of the New York Produce Exchange, as that event will take place March 20 at the Waldorf-Astoria Hotel. Under the vigorous leadership of three professional coaches the specialty men, end-men, and the big chorus have been rehearsing diligently at least twice a week and those responsible for the success of the event are extremely optimistic, predicting that last year's remarkable performance will be surpassed in striking fashion. The coaches guarantee that the long program, closely packed with solos, special numbers, and choruses will be completed within two hours, which will allow ample time for the great number who will wish to dance to the music of what is mysteriously mentioned as "one of America's foremost orchestras."

Edward M. Richardson of the Philadelphia Export Company, grain merchants, was among the applicants elected to membership in the New York Produce Exchange at the last meeting of the Board of Managers.

The recent renewal in the demand for membership in the New York Produce Exchange was said to be traceable to a growing belief in the success of the proposal to establish a market for "over-the-counter" securities. These claims were seemingly confirmed by the posting of the following applications for admission: Francis M. Weld of White, Weld Company, John E. Greenia, Faber, Garvin & Co., Louis L. Grumett of Hewitt, Brand & Grumett, Edward N. Hamlin of E. M. Hamlin & Co., of Boston; Jacob Windheim of Nehemiah Friedman & Co., Wm. D. Yergason of Wm. D. Yergason & Co.

Members of the New York Produce Exchange, and especially those in the grain trade, were deeply pained recently to learn of the death of Ignace Panzer at the age of 56 years. Mr. Panzer, who had been a member of the Exchange since 1914, was widely known as one of the world's greatest authorities on grain, and especially in the export field, as a result of which he had achieved world-wide renown as an arbiter of grain trade disputes. He was born in Vienna and had been identified with the trade in London for over 25 years. In addition to his high standing in a business way, he enjoyed great personal popularity because of his quiet, un-



assuming nature. His many friends on the Exchange were in receipt of many messages of condolence from numerous members of the grain trade in other markets here and in Europe, some of them accompanied with requests that suitable floral tokens be secured for the funeral services.

\* \* \*

Among recent announcements on the bulletin boards of the Produce Exchange was one to the effect that a new grain brokerage firm had been organized under the name of Brandt & Quain for the purpose of continuing the business formerly conducted under the name of Robert G. Brandt.

\* \* \*

After some slackening of activity, accompanied by a reaction in prices under profit-taking by speculative buyers, trading in tickets of membership in the New York Produce Exchange again became brisk early in March, attended by renewed firmness in values. On one day three sales of "regular" tickets were reported at the former record high price of \$7,200, and the market is now steady at that basis. Sales of associate memberships were confirmed up to \$4,500, and according to unconfirmed rumors a new high mark of \$4,800 was paid. Holders are now quoting \$5,000, but buyers are not disposed to pay the advance.

\* \* \*

At the regular monthly meeting of the Board of Managers of the New York Produce Exchange early this month, President William Beatty reported good progress in connection with the plan for establishing a department for trading in securities which are not listed on the New York Stock Exchange or the New York Curb Market. After the meeting expectations were expressed that within a short time the necessary committees will be appointed to carry forward the actual development of trading in securities. To one of these committees will be assigned the task of drafting a report on the trading rules to govern the operations of the new department.

\* \* \*

James A. Patten, grain operator on the Chicago Board of Trade, spent a few hours with friends on the Produce Exchange early in March while on his way home from Washington. He stated that he would not care to be long on corn at present prices owing to liberal supplies and the fact that export demand has not been active enough as yet.

\* \* \*

The Board of Managers of the New York Produce Exchange took favorable action at its last meeting on 13 applications for membership, nine of the applicants being members of Stock Exchange firms, banks, and investment houses. With these additions, the membership of the Exchange now includes representatives of more than 60 Stock Exchange houses, owning 100 memberships, besides 40 other stock and security firms which have bought memberships within recent months. Applicants of this class who were admitted to membership were: Harold L. Bache of J. S. Bache & Co., George F. Bauerdorf of Bauerdorf, Robinson & Co., Robert Elising of Hirsch, Lilienthal & Co., Wm. N. Enstrom of the American Exchange-Irving Trust Company, Albert F. Milton of Schuyler, Earl & Co., Earle T. Shaw of Goodbody & Co., Charles T. Lovering of Hornblower & Weeks, Robert Plant of Erich & Co., and Isaac D. Noll.

\* \* \*

With the annual match series against the Maritime Exchange scheduled for March 12, the Produce Exchange bowling team has been practicing faithfully every Thursday night, while other members of their club have kept plugging away on the alleys, hoping to annex some of the handsome prizes offered for various accomplishments. A. R. Rasmus put up high net score of 248 and also scored 227. Other double century scores were: Straub, 246, 213; Connor, 230, 210, 209, 200; Moore, 228, 210; Gere, 223, 206, 202; Farley, 209; Benkert, 205; Abel, 204.

## LOUISVILLE

A. W. WILLIAMS CORRESPONDENT

**W**HEAT growers in Kentucky and southern Indiana have taken a heavy loss in fall planted wheat due to severe weather in January, and a winter of practically no snowfall, resulting in wheat never having sufficient protection, causing heavy winter kill, in which late planted wheat and wheat on low or poor ground appears to be as dead as it will ever get. Seedmen and agriculturists claim that while in many years there is a lot of talk of abandoning acreage, which is never abandoned, there will be plenty of it turned over this year. This claim is also borne out by the present active demand for seed

oats. Seed houses have advanced prices on oats and are asking \$1.10 a bushel on Burt oats; and 85 cents on recleaned Northern White seed oats.

Whereas, there is generally a good spring demand for Red Clover seed to be planted in the spring on wheat ground, to be cut after the wheat has been harvested, Red Clover is moving now for planting with oats, with the idea of cutting the oats and later the Clover. Winterkill this year is said to have been the heaviest ever suffered in this section. In many districts entire fields are dead. Fall acreage of wheat was unusually large due to favorable planting weather.

General grain and elevator business has been better over the past month. Corn and oats have been moving fairly well to the country dealers, and elevator operators have had better than usual in and out movement, and have been busy all winter on drying corn. Seed oats are now moving, and general outlook is for good business for some time to come, although wheat on storage has slumped considerably due to mills moving it out.

Corn at the present time is quoted at \$1.05 a bushel for No. 2 White; \$1.06 for No. 2 Yellow; and \$1.05 for No. 2 Mixed. No. 3 grade is three cents a bushel less. No. 2 White oats are priced at 62½ cents; and No. 3, 61 cents. Wheat is selling at \$1.70; and rye is quoted at around \$1.25.

Corn is getting better all the time, but still contains 21 per cent or better of moisture, and has to be dried down, practically all corn now going through the kilns.

Hay prices are weak. There is a good demand for Clover and Alfalfa, which are a trifle scarce. Timothy is hard to move. Offerings of Timothy have been heavy. Baled hay is offered at \$14 to \$25 for Timothy; Clover, \$18 to \$19; and Alfalfa, \$20 to \$22. Mixed Clover and Timothy are selling at the Timothy price of \$14 to \$15. Wheat and oat straw are \$11; rye straw, \$13.

Dairy business has been good and mill and manufactured feeds are moving nicely. Wheat feeds are higher. Local feed prices, sacked and packed, show bran at \$36; mixed feed, \$37; middlings, \$38; corn feed meal, \$40; cracked corn, \$42. Dairy demand since the first of the year has been good. Poultry feed movement has been below normal.

Reports indicate that Kentucky poultry owners have not been feeding poultry correctly this year, resulting in small egg production, and prices much lower than they should be in accordance with production, due to eastern and northern poultry growers feeding and caring for their poultry better, and getting production which has forced the market steadily lower.

\* \* \*

C. A. Villier, Kentucky Public Elevator Company, reported that as against storage stocks of around a half million bushels in December, the company now has less than 200,000 bushels in storage, due to heavy removal of wheat from storage to miller hands. Right now holdings on storage include about 50,000 wheat; 100,000 corn; and 20,000 oats. Mr. Villier reported in and out movement better than for some time; and a very active period on corn drying.

\* \* \*

Ed. Scherer, Bingham Hewett Grain Company, stated that export buying prices had been too low to enable the company to do anything with export business, but that it had handled a nice volume of county dealer business in corn and oats principally.

\* \* \*

At the office of Henry Fruechtenicht, it was reported that volume since the first of the year had improved materially, especially in dairy feeds, while there was also a good demand for straight Clover and Alfalfa.

\* \* \*

Oscar Fenley, president of the Kentucky Public Elevator Company, Louisville, is spending the winter in Florida.

\* \* \*

Gustave Breaux, former vice-president of the Ballard & Ballard Company, Louisville, and later president of the Liberty Mills, Nashville, Tenn., who has been living in Louisville since leaving the latter concern, is spending a few weeks in Miami, Fla.

\* \* \*

A bill in the Kentucky Senate, No. 440, would provide a lien to cover threshed or shelled grain to cover compensation of the worker or contractor.

\* \* \*

M. W. Brumleve, of Callahan & Sons, Louisville grain dealers, recently had his car stolen while visiting friends on Fifth Street at Hill. He reported the theft. Upon arriving home he had another theft to report, as thieves had ransacked the house and had stolen merchandise valued at about \$350. Twice in one night rather looks as though they were picking on him.

\* \* \*

Reports of Louisville seedmen show anticipation of a good demand this season on sow peas and soya beans, it being claimed that a lot of wheat

acreage will be held open late to give it a chance to come again, after which it will be turned under and replanted to peas, beans, millet, or late crops. Japanese Clover is coming stronger all the time among the Kentucky farmers.

## GRAIN NEWS FROM BOSTON

By L. C. BREED

During February business in grain in the New England territory while active, was largely confined to current needs, except in case of corn where an advance in prices stimulated buying. Trade in feeds was moderate in volume owing to mild weather. The market on wheat feed is ruling strong owing to light offerings. Some sales for March shipment are being made. Canadian mills are not making offerings of feed at present.

\* \* \*

John D. Talbot, Boston, has applied for active membership in the Boston Grain Flour Exchange.

\* \* \*

Frank W. Wise was re-elected treasurer of the Boston Grain and Flour Exchange by the new Board of Directors of the Exchange. Louis W. De Pass was re-elected secretary. Milton L. Cushing was elected a trustee of the permanent fund for three years. The Committee on Finance was re-elected, as follows: C. H. Jaquith, Warren G. Torrey and Edward H. Day.

\* \* \*

An unusual arrival at this port consisted of 381 bags of Argentine corn from Buenos Aires recently by steamer.

\* \* \*

The Committee on Grain of the Exchange for the year 1928 is as follows: Seth Catlin, L. G. Smith and Andrew L. O'Toole. The Committee on Hay and Straw is as follows: Henry A. Bascom, J. J. Vail and Edgar R. Stickney.

\* \* \*

Papers having been passed between the owners of the Exchange building and the Boston Grain & Flour Exchange, the property is now owned by the Exchange. A notice to that effect recently was posted on the blackboard in the trading room.

\* \* \*

Park & Pollard Company has been conducting this winter a weekly broadcasting radio service of talks on grain and feed.

\* \* \*

Joseph G. Green, Jr., continues his service as chief inspector of grain for the Exchange.

\* \* \*

During February the market was fully stocked with hay. Notwithstanding the prediction made early in last fall that there would be a shortage, during the winter, the receipts all along have been ample and prices have ruled steady. The receipts at Boston for the month of February were 227 cars. Rye straw six cars.

\* \* \*

Stocks of grain at Boston in regular elevators, as of February 25, were as follows: Wheat, 768,107 bushels; oats, 37,020 bushels; rye, 2,449 bushels; barley 8,700 bushels.

\* \* \*

The receipts of grain at Boston during the month of January, as tabulated by the Boston Grain & Flour Exchange were as follows: Wheat, 156,750 bushels; corn, 6,025 bushels; oats, 50,250 bushels; rye, 2,700 bushels; barley, 1,950 bushels; malt, 4,650 bushels; mill feed, 42 tons; cornmeal, 200 barrels; oatmeal, 16,399 cases and 550 sacks.

\* \* \*

The exports of grain from the port of Boston during February, were as follows: Liverpool, 120,507 bushels of wheat; Germany, 158,645 bushels of barley.

\* \* \*

Among the visitors to the Exchange during the month of February, outside of New England, were the following: E. W. Strahr, Buffalo, N. Y.; F. G. Sherry, New York City; H. F. Schell, Lancaster, Pa.; H. E. Tweeden, Buffalo, N. Y.; E. Thierwechter, Oak Harbor, Ohio; S. L. Rice, Metamora, Ohio; A. G. Bemmels, Minneapolis, Minn.; Frank G. Ely, Chicago, Ill.; C. C. Lewis, Buffalo, N. Y.; H. M. Parks, Glens Falls, N. Y.; A. P. Cole, Pittsburgh, Pa.; C. W. Kinick, New York City; E. R. Bargett, New York City; J. Zinnar, New York City; Wm. J. Grover, Arkansas City, Kan.

## SHIP 200,000 BUSHELS DAILY

During the week ending March 3, the United States exported 1,394,000 bushels of United States-grown grain, more than half of which was corn. The volume of all grains exported was less than that in the corresponding week last year with the exception of corn. An additional 2,451,000 of Canadian grain, mostly wheat, was cleared during the week from our Atlantic ports, thus bringing the grand export total to 3,845,000 bushels for the week.



FOUR GRAIN DISPUTES END

The Arbitration Appeals Committee of the Grain Dealers National Association has rendered its verdict in the case of the McCaul-Dinsmore Company, Minneapolis, Minn., versus Henry Rang & Co., Sioux City, Iowa, by "disallowing the claim of the plaintiff." The claim was for about \$200. "Where grain is sold on shipper's weights and grades for intra-state shipment such weights and grades are final." In disposing of the case, the committee emphasized that point.

In the case of the Western Terminal Elevator Company, Sioux City, Iowa, and the Summit Grain Company, Denver, Colo., Arbitration Committee No. 1 allowed neither the claim or counter-claim involved.

The defendant owing to a counter claim, was awarded a net sum of \$176.57 by Committee No. 6, in the case of the Kettenbach Grain Company versus the Smith Bros. Grain Company, Fort Worth, Texas. The same committee made an \$84 award to the V-O Milling Company, Los Angeles, Calif., on its claim against the Flanley Grain Company, Sioux City, Iowa.

RECEIPTS AND SHIPMENTS

**BALTIMORE**—Reported by Jas. B. Hessong, Secretary of the Chamber of Commerce:

	Receipts		Shipments	
	1928	1927	1928	1927
Wheat, bus.	1,044,336	2,113,526	1,057,330	2,134,984
Corn, bus...	92,633	196,923	60,912	70,773
Oats bus...	66,214	72,862	20,000	30,000
Barley, bus.	1,065,649	138,870	840,966	365,610
Rye, bus...	3,716	134,900	60,161	274,597
Malt, bus...	21,798	9,963		
Buckwht, bus.		1,196		
Straw, tons.	13	12		
Millfeed, tons	601	841		
Flour, bbls..	86,988	92,360	14,785	21,938

**CHICAGO**—Reported by J. J. Fones, Secretary of the Board of Trade:

CHICAGO—Reported by J. J. Fones, Secretary of the Board of Trade:

	Receipts		Shipments	
	1928	1927	1928	1927
Wheat, bus.	928,000	1,284,000	1,064,000	1,100,000
Corn, bus.	15,116,000	9,682,000	4,716,000	1,845,000
Oats, bus.	4,802,000	3,624,000	2,038,000	1,562,000
Barley, bus.	816,000	630,000	155,000	158,000
Rye, bus.	139,000	147,000	14,000	27,000
Timothy Seed, lbs.	1,669,000	1,780,000	1,946,000	1,988,000
Clover Seed, lbs.	1,522,000	1,857,000	1,360,000	2,254,000
Other Grass Seeds, lbs.	2,703,000	1,443,000	1,234,000	2,036,000
Flax Seed, bus.	161,000	240,000		
Hay, tons.	10,223	11,220	807	1,619
Flour, bbls.	1,033,000	990,000	464,000	619,000

**CINCINNATI**—Reported by J. A. Hallam, Chief Inspector of the Board of Trade:

	Receipts		Shipments	
	1928	1927	1928	1927
Wheat, bus..	135,800	228,200	236,600	191,800
Shelled Corn, bus. ....	610,400	648,200	368,200	379,400
Oats, bus. ....	278,000	228,000	222,000	206,000
Barley, bus. ....	4,200	1,400	.....	.....
Rye, bus. ....	1,400	5,600	.....	4,200
Ear Corn, bus. ....	1,000	12,000	.....	.....
Grain Sorghums, bus. ....	2,800	4,200	.....	.....
Feed, tons. ....	240	360	.....	.....
Hay, tons. ....	9,141	5,819	.....	.....

**CLEVELAND**—Reported by F. H. Baer, Traf. Com. of the Chamber of Commerce:

	Receipts		Shipments	
	1928	1927	1928	1927
Wheat, bus. . .	46,156	134,217	6,225	91,036
Corn, bus. . .	146,140	64,462	359,686	65,531
Oats, bus. . .	96,217	64,350	98,303	31,962
Barley, bus. .	2,508	708		
Hay, tons. . .	911	275	70	40

**DENVER**—Reported by H. G. Mundhenk, Secretary of the Grain Exchange:

	Receipts		Shipments	
	1928	1927	1928	1927
Wheat, cars...	260	240	22	61
Corn, cars...	627	195	164	110
Oats, cars...	53	20	15	13
Barley, cars...	62	20	14	4
Rye, cars...	3	3	1	.....
Kaffir Corn, cars	3	1		.....
Hay, tons...	102	32		.....
Beans, cars...	93	26	137	180

**DULUTH**—Reported by Chas. F. MacDonald, Secretary of the Board of Trade:

	Receipts		Shipments	
	1928	1927	1928	1927
Wheat, bus..	3,709,232	2,151,182	942,341	852,031
Corn, bus....	15,310	15,695		
Oats, bus....	28,802	24,005	10,500	
Barley, bus..	57,453	80,880	19,985	72,500
Rye, bus....	663,887	1,106,295	15,722	28,471
Flax Seed, bus.				
"      "      "	102,457	295,481	222,065	323,151
Flour, bbls..			71,535	177,815

**FORT WILLIAM, ONT.**—Reported by E. A. Ursell,  
Statistician of the Board of Grain Commissioners for  
Canada:

	Receipts		Shipments	
	1928	1927	1928	1927
Wheat, bus.	9,545,347	8,546,747	1,993,482	5,505,127
Corn, bus.		4,113		4,113
Oats, bus.	852,728	561,911	865,315	539,944
Barley, bus.	652,485	1,316,121	722,474	800,369
Rye, bus.	355,304	193,717	8,250	
Flax Seed, bus.	88,002	101,880	17,702	24,807

**GALVESTON**—Reported by H. A. Wickstrom, Chief Inspector of the Cotton Exchange and Board of Trade:

Receipts		Shipments	
1928	1927	1928	1927
Wheat, bus..		44,000	1,381,500
Corn, bus..		1,215,035	
Barley, bus..		135,000	
Rye, bus..		60,000	
Milo, bus..		12,857	
Kaffir Corn, bus.		105,714	128,571

**INDIANAPOLIS**—Reported by Wm. H. Howard, Secretary of the Board of Trade:

	Receipts		Shipments	
	1928	1927	1928	1927
Wheat, bus..	267,000	226,000	319,500	244,000
Corn, bus....	2,774,000	2,664,000	1,543,000	1,547,000
Oats, bus....	846,000	528,000	724,000	484,000

**KANSAS CITY**—Reported by W. R. Scott, Secretary  
of the Board of Trade:

	Receipts		Shipments	
	1928	1927	1928	1927
Wheat, bus. . . . .	3,148,860	5,798,650	2,779,920	2,724,150
Corn, bus. . . . .	7,381,500	1,737,000	3,415,500	2,595,000
Oats, bus. . . . .	334,000	312,000	344,000	284,000
Barley, bus. . . . .	30,400	11,200	49,600	3,200
Rye, bus. . . . .	21,000	51,000	39,000	78,000
Kafir-Milo, bus. . . . .	519,200	442,200	503,000	220,000
Bran & Shorts, tons . . . . .	5,180	4,940	59,400	12,920
Flax, bus. . . . .			16,060	
Hay, tons . . . . .	23,832	34,188	12,888	19,356
Flour, bbls. . . . .	51,350	64,075	592,175	642,525

**LOS ANGELES**—Reported by M. S. Thiebaud, Secretary of the Grain Exchange:

	Receipts		Shipments	
	1928	1927	1928	1927
Wheat, cars..	178	250	.....	.....
Corn, Cars..	388	227	.....	.....
Oats, Cars..	29	22	.....	.....
Barley, Cars..	65	144	.....	.....
Milo Corn, Carloads ...	54	41	.....	.....
Kaffir Corn, Carloads ...	59	46	.....	.....
Bran, Cars..	82	96	.....	.....
Flour, Cars..	120	123	.....	.....

**MILWAUKEE**—Reported by H. A. Plumb, Secretary  
of the Chamber of Commerce:

	Receipts		Shipments	
	1928	1927	1928	1927
Wheat, bus. . .	102,240	200,200	57,625	32,825
Corn, bus. . . .	2,560,440	1,813,000	986,625	398,125
Oats, bus. . . .	281,400	926,640	570,000	629,325
Barley, bus. . .	929,040	668,980	188,160	139,202
Rye, bus. . . .	56,700	239,135	58,400	56,336
Timothy Seed, lbs. . . .	165,440	120,000	8,567	.....
Clover Seed, lbs. . . . .	83,997	263,583	109,524	145,838
Flax Seed, bus. . . . .	11,440	41,470	281	.....
Hay, tons . . . . .	276	579	420	72
Flour, bbls. . . . .	143,150	102,345	6,650	47,234

MINNEAPOLIS—Reported by G. W. Maschke, Statistician of the Chamber of Commerce:

Receipts		Shipments	
1928	1927	1928	1927
Wheat, bus..	8,558,170	5,269,370	3,447,500
Corn, bus....	1,712,700	1,492,190	1,120,060
Oats, bus....	1,524,840	1,082,530	1,779,810
Barley, bus..	1,939,410	824,340	1,756,220
Rye, bus....	337,050	357,780	142,840
Flax Seed, bus.	494,890	317,920	253,360
Hay, tons....	1,513	4,479	192
Flour, bbls..	24,381	33,877	1,123,586

**NEW ORLEANS**—Reported by S. P. Fears, Chief Grain Inspector and Weighmaster of the Board of Trade, Ltd.

	Receipts		Shipments	
	1928	1927	1928	1927
			Bus.	Bus.
Wheat, Cars.	59	75	460,207	328,803
Corn, Cars...	480	308	1,045,211	436,707
Oats, Cars...	38	48	80,878	81,373
Barley, Cars.....		1		
Rye, Cars.....	4	17	200,468	205,714
Grain Sorghums, bus.	6	1		

NEW YORK.—Reported by H. Heinzer, Statistician  
of the Produce Exchange:

	Receipts		Shipments	
	1928	1927	1928	1927
Wheat, bus. . . . .	3,596,600	4,298,000	5,091,000	5,349,000
Corn, bus. . . . .	379,500	187,500	163,000	170,000
Oats, bus. . . . .	502,000	386,000	197,000	69,000
Barley, bus. . . . .	1,496,000	1,737,400	1,774,000	2,727,000
Rye, bus. . . . .	159,000	123,000	432,000	892,000
Timothy Seed, lbs. . . . .			Bags	
			100	
Clover Seed, lbs. . . . .				
	1,500	606	1,489	2,815
Flax Seed, bus. . . . .	261,000	131,000		
			Bags	
Hay, tons . . . . .	3,637	3,760	6,288	
Flour, bbls. . . . .	1,069,053	851,225	374,000	298,000

**OMAHA**—Reported by F. P. Manchester, Secretary of the Omaha Grain Exchange:

Receipts		Shipments		
1928	1927	1928	1927	
Wheat, bus. .	1,193,600	1,023,400	646,800	852,600
Corn, bus. .	4,211,200	1,562,400	3,964,800	1,241,800
Oats, bus. .	764,000	646,000	640,000	620,000
Barley, bus. .	78,400	4,800	64,000	12,800
Rye, bus. .	81,200	93,800	162,400	71,400

PEORIA—Reported by John R. Lofgren, Secretary of the Board of Trade:				
	Receipts		Shipments	
	1928	1927	1928	1927
Wheat, bus...	98,400	98,400	90,000	49,200
Corn, bus...	2,697,200	2,517,850	1,632,100	1,294,700
Oats, bus...	776,200	628,200	679,100	465,200
Barley, bus...	412,800	91,000	291,200	11,200
Rye, bus...	1,200			1,200
Mill Feed, tons	42,020	26,660	50,997	31,210
Hay, tons	560	2,380	160	480
Flour, bbls.	293,900	268,100	311,700	252,000

PEORIA—Reported by John R. Lofgren, Secretary of the Merchants' Exchange:			
Receipts		Shipments	
	1928	1927	
Wheat, bus. . .	2,813,000	2,247,500	813,612 573,296
Corn, bus. . .	147,000	124,500	196 .....
Oats, bus. . .	135,000	95,000	7,259 36,942
Barley, bus. . .	11,200	60,800	12,835 .....
Rye, bus. . .	12,000	4,500	.....

**PHILADELPHIA**—Reported by A. B. Clemmer, Secretary of the Commercial Exchange:

	Receipts		Shipments	
	1928	1927	1928	1927
Wheat, bus..	840,499	1,751,497	1,062,102	1,427,910
Corn, bus..	434,919	38,844	162,859	.....
Oats, bus..	45,030	97,836	.....	.....
Barley, bus.	1,244	140,149	.....	291,767
Rye, bus..	9,643	29,708	17,143	.....
Flour, bbls..	161,437	171,916	13,884	36,687

**ST. LOUIS**—Reported by the Secretary of the Merchants Exchange:

	Receipts		Shipments	
	1928	1927	1928	1927
Wheat, bus.	1,992,200	1,916,600	1,384,600	1,233,000
Corn, bus..	4,663,400	1,613,200	2,522,800	677,600
Oats, bus..	1,798,000	1,654,000	2,064,000	1,458,000
Barley, bus.	169,300	11,200	22,400	28,800
Rye, bus..	8,100	117,000	10,400	83,200
Kaffir Corn, bus. ....	260,400	97,200	73,200	21,600
Hay, tons..	6,360	6,876	2,508	2,340
Flour, bbls..	495,020	483,620	406,170	383,390

**SAN FRANCISCO**—Reported by James J. Sullivan,  
Chief Inspector of the Chamber of Commerce.

	Receipts		Shipments	
	1928	1927	1928	1927
Wheat, tons..	6,930	4,447	.....	.....
Corn, tons...	4,920	1,510	.....	.....
Oats, tons...	502	576	.....	.....
Barley, tons..	9,353	24,775	.....	.....
Bran, tons...	281	387	.....	.....
Beans, sacks..	82,594	47,396	.....	.....
Foreign Beans, sacks .....	62,295	7,770	.....	.....
Hay, tons...	2,460	2,205	.....	.....

SUPERIOR

Reported by J. W. Conner, Secretary  
of the Wisconsin Grain and Warehouse Commission:

	Receipts		Shipments	
	1928	1927	1928	1927
Wheat, bus...	2,114,431	1,117,064	771,074	633,054
Corn, bus...	19,739			
Oats, bus...	23,522	145,265	31,094	120,366
Barley, bus...	37,472	65,395	21,628	35,625
Rye, bus...	414,291	830,140	17,476	29,011
Flax, bus...	169,409	119,107	2,813	66,312
Bonded Wheat, bus. ....	24,038	40,937	5,023	.....
Bonded Oats, bus. ....		3,566		.....
Bonded Rye, bus. ....		692		.....
Bonded Barley, bus. ....	11,504	15,709		.....
Bonded Flax, bus. ....		5,709		.....



# HAY, STRAW AND FEED

## 90-CAR STORAGE FOR MILL ON STATE LINE

Owing to the fact that more than 30 different feeds are made at the plant of the Pratt Food Company, Hammond, Ind., it is essential that the storage facilities be adequate for the handling of the many types of bulk grain received there daily. The output of balanced rations is still under 25 carloads per day, but the volume of grain used there has been increasing so that the original storage capacity proved insufficient.

The battery of 12 new reinforced concrete storage tanks recently were erected to meet the growing requirements of the mill, and with their capacity of 90 carloads of grain, or about 200,000 bushels of grain, the feed mill operators are in no danger of being cramped. The Weller Metal Products Company, Chicago, Ill., furnished the bulk of the grain handling equipment for this storage plant from its plant in Hammond. Some important equipment also was purchased from the Weller

Madison, Wis., announces: "The results of this trial were not favorable to fermenting feed for work horses. From one trial it is evident that much more favorable results than those secured would be required to justify the considerable expense, time and extra labor involved in thus preparing feed for work horses. Until such results are secured by experiment station authorities, farmers are advised not to invest in apparatus for processing feed for work horses."

## FLAKED MAIZE STUDIED

H. E. Woodman, of London, Eng., in the *Journal of Agricultural Science*, reports that flaked maize, the product produced on an industrial scale by steaming and rolling the grain, is "highly digestible" and "of high feeding value."

Comparative analysis of five leading brands, gave the following results: Crude protein, 10.53 to 11.24 per cent; true protein, 9.83 to 10.96 per cent; ether extract, 3.92 to 4.97 per cent. Crude fibre

can be computed, is first dependent on the accuracy of the manufacturer's statement. The limitations in the application of digestibility results should also be considered. For example, grain screenings, an ingredient in many mixed feeds, varies greatly in composition. Manufacturers now using the 'open formula' use digestibility results for screenings based on a very few determinations which were undoubtedly made on a heavy grade of the product. The digestible analysis of them means nothing until more experimental work is conducted. Results on many other feedingstuffs is open to the same criticism.

"The argument, that the cost of the feed can be computed and compared to home mixing, is again based on the accuracy of the manufacturer's statements. Furthermore, unless each ingredient is accurately described, a comparison cannot be made. The labels now used do not tell the grade of the ground grains used nor the quality of the other ingredients. It is also impossible for the great majority of feeders to obtain prices on many ingredients used in mixed feeds because the dealers do not carry them all in stock."

## SHARK MEAT AS FEED

Shark meat has become a popular poultry food in Porto Rico, according to a report to the Department of Commerce from Assistant Trade Commissioner J. R. McKey at San Juan. Shark meat is declared by Porto Rico poultry raisers to have the highest protein content of any animal food and is especially valuable as poultry food. Two plants, one in the Virgin Islands and the other in Florida, are making the meal for feeding poultry.

## NEW YORK FEEDS AGAIN ADVANCE

By C. K. TRAFTON

Although the advances were not so marked as those scored during the preceding month, prices for practically all kinds of feedstuffs have worked up steadily during the period under review, the heavier varieties being inclined to lag somewhat. This general upward movement was again traceable more to great shortage of production than to any activity of demand. As a matter of fact, buying was restricted not only by the higher claims of sellers, but also by the seasonal tendency of buyers to proceed slowly with spring approaching. In short, they have been taking only enough to cover their most immediate requirements, the usual reluctance to anticipate future needs at this time being augmented by reports from many sections, indicating that the country is in good condition for grazing. Wheat feeds are about \$1.35 higher for the month, with Spring bran and middlings both quoted at \$42.10 and Red Dog at \$45.75. The majority of mills still appear to be about sold up, especially as far as nearby shipments are concerned and some of the largest are expected to remain out of the market until the end of April. In most cases the offers are confined to May-June shipments and buyers are showing little interest in those positions. A number of corn goods mills have been offering small amounts, but they appear to be limiting their production and there is no evidence of pressure to sell. In fact, while White Hominy is still quoted on last month's basis of \$42.50, Yellow is actually \$1 higher at \$42. This indication of greater steadiness, however, has failed to impress buyers and business has continued of small volume. Although demand for cottonseed oil meal has remained slow in this territory, reports from other districts indicate that consumption has been very heavy and as a consequence producers generally are looking for still higher prices, especially on the high protein feeds. Hence they regard the mar-



PLANT OF THE PRATT FOOD COMPANY, HAMMOND, IND.

Manufacturing Company, Chicago, Ill. The most up to date conveying and handling methods have been worked into the production programs of the Pratt plant. The process of making balanced rations is strictly automatic throughout from the belt conveyors running through a gallery from the tanks to the mill, to the gravity chutes through which are dispatched to cars the finished bags of feed.

The Pratt Food Company is more than half a century old, and has grown to be one of the nation's largest manufacturers of high quality balanced feeds. Particular attention always has been paid to the subject of storage at all Pratt plants. The largest concentration of storage capacity controlled by this concern at any one point is in Buffalo where its largest mill is located. The other plants are at Philadelphia, Pa., and Toronto, Ont.

In addition to the bulk storage provided at the Pratt plants, capacious warehouses also are used, for a large percentage of the raw products going into the balanced feed are shipped to the plant in sacks. Bone meal, Alfalfa meal, oil meal, feed flours, and various seeds are among the warehouse stocks handled.

## FERMENTED FEED FAILS

A recent source of competition to the regular prepared feed trade as carried on in country elevators and other retail outlets, has been the promotion of ferment feeds. The state experiment station at

amounted to 1.59 to 2.06 per cent; ash to 1.05 to 1.42 per cent.

The moisture content of the samples displayed considerable variation, ranging from 6.61 to 14.43 per cent. Mr. Woodman strongly recommends that the final process of drying the flakes should be so regulated that the moisture content at the time of weighing into the sacks should always have the same value. A 100-pound sack of flaked maize would then always contain the same weight of dry matter and this would be unaffected by moisture taken up during storage or transport.

## OPEN FORMULA FEEDS

There seems to be a good deal of difference in opinion regarding the "open formula" for mixed feeds. Professor E. S. Savage of Cornell University, who is the proponent of the idea, gives the following as some of the advantages of the "open formula." 1—The feeding mixture is known. 2—The total digestible nutrients can be computed. 3—The cost of the feed can be computed and compared.

The Wisconsin Feed Inspection Department is against the use of the open formula, and the following is from an address delivered by W. W. Grien, head of feed inspection for the Wisconsin Department of Agriculture.

"Professor Savage's reason for advocating the 'open formula' that the total digestible nutrients



ket as very strong and in spite of the continued indifference of buyers here they have announced further advances of 25 cents to \$1.75 in their prices, quoting 36 per cent at \$50.25; 41 per cent at \$54.75; and 43 per cent at \$56.75. Linseed oil meal continues firm with 34 per cent quoted at \$56.30, against \$56.30 a month ago. As many mills are still closed down because of excessive supply of oil and scarcity of seed, sellers see no reason to shade prices in order to interest the indifferent buyers in this territory. A moderate quantity of beet pulp arrived from the United Kingdom during the month, but evidently had little effect on the market. At any rate, domestic pulp is still unquotable on a New York basis as leading Michigan producers are finding better markets nearer home.

### CHOPPED HAY SAVES FEED

An experiment was conducted at the experiment station in Madison, Wis., the past winter to determine the effect of chopping Alfalfa hay for beef cows. In this trial, the lot fed chopped hay received 10 per cent less concentrates than the lot fed whole hay.

The results of the test are summed up in the fact that the cows gained .01 pound per head daily on uncut hay, and .32 pound on the chopped hay. Chopping hay, therefore, apparently permitted a saving of 10 per cent in concentrates. Similar trials with horses and dairy cows revealed no saving in feed.

### SPECIAL FEED USES

Puyallup, Wash., where a state experiment station is located, is the source of the following hints as to the special uses for various feeds.

Laxative feeds: Medium coarse wheat bran, linseed meal, and milk.

Constipating feeds: Rice charcoal (best fed in mash) and over 5 per cent fiber in total feeds.

Feather-making helps: Sunflower seed, 3 per cent linseed meal in dry mash, animal proteins contained in milk, fish or meat meal, fresh blood (dried blood is used chiefly as a fertilizer) and vegetable protein as in soy bean meal, and linseed meal.

Feeds that help color egg yolks, shanks, etc: Kale, Clover, Alfalfa, grass and yellow corn.

Poultry feeds rich in vitamins: Milk in any form, tender green leaves, yellow corn and outer covering of grains, such as oats and wheat.

Other sources of vitamins: Cod liver oil, butter, egg yolks and yeast.

Feeds high in fiber: Alfalfa meal, barley and oats, bran, millrun, ground barley, ground oats.

When infectious diseases, such as chicken pox, roup, etc., develop in a flock, advises the Washington station, discontinue the use of liquid milk throughout the outbreak, substituting 12 per cent of powdered skim milk in each 100 pounds of mash used. When eight quarts of mash are consumed this equals the food value of six quarts liquid milk per 100 per day.

### FEED FOR RABBITS

Occasionally a rabbit raising craze of infant industry overtakes a community and it is then that the feed retailer may profit by knowing something of the correct balanced ration for hares.

If rabbits are supplied with a good grade of Alfalfa hay and rolled barley, or the equivalent in a good rabbit mash, one or two feedings each day will be quite sufficient. Rabbits eat more at night than in the day time; so it is a good plan to feed in the evening or make the evening meal the largest meal. One method is to feed Alfalfa hay in the morning and hay and grain at night. Nursing does and rabbits being fitted for the show may do better with two feedings of grain each day, but some tests indicate that the ordinary meat rabbit will not justify the use of a full feeding of rolled barley twice a day. Two ounces of rolled barley daily or less if other grain is used will be a normal amount. One feeding of grain and one or two feedings of fine Alfalfa hay each day should give very satisfactory results for growing meat stock.

If different kinds of grain are fed, such as a dairy mash and rolled barley, it may be desirable to feed the mash in the morning and the grain at night. This has been the practice with some rabbit raisers and has given very good results.

Some producers do not use any whole grain for young meat rabbits but substitute a suitable rabbit mash. However the cost of such feeds may not always justify their use as compared with the whole grains such as rolled barley and rolled oats. There has been a recent tendency to use whole ground grains in place of some of the mill products on the ground that the whole grains contain more of the essential food factors and are cheaper on the basis of food value contained.

### EASY TO BUILD UP TRADE ON PRIVATE BRAND FEEDS

By S. E. PETERSON

Grind feeds the way the farmer wants them ground and it won't take long to build up a trade on your own private ground feeds. Fine grinding, of course, is essential, and the grinding must be done economically, in order that you make money.

The "Jay Bee" Mill, long recognized as a leading hammer feed mill, will grind all kinds of grain and roughage in a manner that will bring the farmer back for more grinding. The fine and economical grinding of the "Jay Bee" Mill will bring you grinding profits three ways:

1. It will increase the volume of your custom grinding. The Webster Mill, Webster, N. Y., showed an increase in custom grinding of \$5,000 the first year they operated their "Jay Bee" Mill because they could give their customers exactly the kind of grinding they wanted.

2. When you do perfect grinding for your customers, with a "Jay Bee" Hammer Mill, your cus-

cattle and the large proportion of the expense of fattening which goes for corn.

Thus, it was found that when corn cost 80 cents per bushel and gain in weight of cattle cost an average of 16.8 cents per pound, if corn were increased in price to \$1 per bushel and other factors of production remained unchanged the costs of gain might be expected to increase by nearly three cents per pound.

The profitableness of the feeding enterprise in contrast to the cost of gain will not depend on the price of corn, so much as on the ratio between the price of corn and the price of cattle. On farms studied over a period of five years it was found that the average ratio of the farm prices of corn to the prices received for the cattle was 100 pounds of beef to 15.06 bushels of corn. In other words the average price ratio of cattle to corn was about 1:15.

### OILSEED TRUST A MYTH

Evidence of cottonseed price manipulation on the part of crushers and refiners in violation of the antitrust laws or the Federal Trade Commission Act is not apparent, the Federal Trade Commission announced March 4 in describing a report to be submitted to Congress on its investigation of the cottonseed industry.

The inquiry is the result of a resolution adopted in the House last March, declaring prices paid by cottonseed interests to cottonseed producers



PLANT OF THE CASS CITY GRAIN COMPANY, PINCONNING, MICH.

tomers will not go across the street, or to the next mill to buy his flour, bran, shorts, oil meal, cottonseed meal, etc. Appreciation of good grinding services rendered will increase your trade on the high protein concentrates.

3. Soon your customers will be demanding that you grind a complete feed for them. You can make a good balanced ration for hogs, cattle, or poultry from home-grown feeds, plus the possible additions of some high protein concentrate that you already carry in stock that will fully serve the purpose and will make you more dollars per ton than selling a commercial mixed feed. If you are in doubt about how to make balanced rations, J. B. Sedberry, Inc., Utica, N. Y., distributors of the "Jay Bee" Mill, will be glad to mail you a copy of their feeding booklet without cost or obligation.

The ability to grind any feed just as the farmer wants it saves you a heavy investment in commercial feeds. Instead of carrying a big inventory of mill feeds, you can eliminate this by grinding what the farmer wants when he wants it.

Here is another small item that adds to your profit, but it is an extremely good will builder. Operators of "Jay Bee" Mills have told me that the "Jay Bee" Mill will make finer whole wheat flour and finer cornmeal than they have been able to make by any other grinding process.

Illustration shows "Jay Bee" operated plant of Cass City Grain Company, Pinconning, Mich. Note the line-up of farmers waiting to get their feed ground.

### CORN PRICE AND CATTLE FEED

The price of corn was found to be the largest single influence on the cost per pound of gain in extensive experiments carried out at Ames, Iowa. This is what we would expect, considering the important role played by corn in the fattening of

had been uniform for several years and it therefore appeared that the cottonseed interests were in "agreement or combination on the prices to be paid the producers," and this was said to be "in restraint of trade."

The Commission, while clearing cottonseed producers of the major charge against them, declared that "standards should be established."

### GLUTEN FEED IMPORTANT

While gluten feed and meal are shipped to every state east of the Rockies, the heaviest consumption of this feed occurs in the dairy sections of the Northeast, states the Grain, Hay & Feed Market News Service of the United States Department of Agriculture Economics. Considerable quantities are also fed in Ohio, Illinois, Wisconsin, Indiana and Missouri. Relatively small amounts are used in other states. A substantial proportion of the output of gluten feed and gluten meal is used by mixed feed manufacturers but large amounts of these feeds continue to be purchased by farmers. Between 500,000 and 600,000 tons were reported yearly by the Associated Corn Products Manufacturers in 1925 and 1926.

Most of the gluten feed and meal is produced in the Corn Belt plants located in Missouri, Iowa, Illinois and Indiana, although one plant is located on the Atlantic Seaboard and often grinds Argentine corn. Gluten feed and meal, however, are more popular as feeds outside the corn belt than in it. This is largely because the protein in these feeds, being corn protein, makes them less satisfactory supplements to corn than some other feeds. For 90 dairy farms in south central New York gluten feed was the largest single item of feed pur-



chased in 1922-23 and 1923-24, making up about 13 per cent of the total. The replies of many feed dealers to a questionnaire sent out by Cornell University indicated that about 8 per cent of the tonnage of feeds handled for 1923-24 consisted of gluten feed.

### FEED MARKET VERY FIRM

Scarcity of bran and middlings for immediate shipment, together with light offerings of most other important feeds, brought about a very firm situation in the feed market during the week ending March 8, according to the weekly feed market review of the United States Bureau of Agricultural Economics. Pure bran sold at the close of the week at Memphis at the highest price since September, 1920. Cottonseed meal was quoted at Minneapolis at the highest point since November, 1923. Linseed meal was higher on an average than at any time since April, 1926. Alfalfa meal was in limited supply. Mills were not promising early delivery on gluten feed. All feeds for more distant delivery, however, were in less urgent demand and the market for heavy wheat feeds was dull.

**Wheat Feeds:** The production of wheat feeds as measured by flour output at the principal milling centers was slightly larger than the previous week but the supply of bran and middlings available for immediate or prompt delivery was not equal to trade requirements and prices were sharply advanced. The rather limited amount of screenings available in the northwestern markets this season caused an increased demand from mixed feed manufacturers for wheat feeds and is partly responsible for the present active demand for bran and standard middlings. Buffalo mills were reported to have their output contracted for for the next 45 days and practically no bran was available for immediate delivery at Chicago. Southwestern mills were reported unable to fill all their contracts for current delivery and mixed feed manufacturers and other buyers have been forced to obtain supplies in the open market. The demand for bran and middlings for shipment later in the month is less urgent but feed for March shipment was reported to be moving readily at 50 cents per ton discount under spot prices. Kansas City and other southwestern mills were reported to be holding bran for April shipment at \$34 per ton with \$33.50 bid. The market for flour middlings and red dog continued dull but middlings shared in the strength in the bran market.

The linseed meal market was reported unusually firm at Buffalo with demand urgent for meal for immediate or prompt shipment. Crushers offerings were very limited and their output was reported sold up for the next month and a half. Resellers in that territory were offering sparingly. The light production was attributed to the limited demand for oil. The linseed meal market at Minneapolis was dull with production relatively heavy. Linseed meal prices on an average at the principal markets were near the high point reached the last of April, 1926. The light crushings by the crushers in the eastern part of the United States are apparently reflected in the light shipments of flax seed from Argentina since the first of January. Shipments of Argentine flax destined to the United States since the first of January have totaled slightly less than 3,000,000 bushels, or about 1,500,000 bushels less than for the same period last season.

The cottonseed meal market made a further sharp advance and prices on an average were \$13.50 higher than a year ago and about \$9 higher than at the high point reached at the middle of June last season. The quotation of \$46 per ton for 41 per cent cottonseed meal at Memphis was the highest price reached at that market since November, 1923. The limited supply available for the remainder of the season is principally responsible for the firm market. Holders are offering only limited amounts and are holding prices firm. While there has been some turning to other feeds, demand has been of sufficient volume to absorb the offerings.

Gluten feed was being offered by the larger man-

ufacturers at practically the same quotations as last week but they were not promising delivery before the last week in March. Resellers at Buffalo were asking 50 cents to \$1 per ton over the manufacturer's March quotations for feed for immediate delivery. Most all mills were reported two to three weeks behind on shipments and production apparently is going immediately into consumption.

Hominy feed quotations were advanced at Chicago but buyers were unwilling to pay the higher prices and were bidding \$1 to \$1.50 under the asked price of \$37.50 for either white or yellow hominy feed. Hominy feed was being offered more freely at Buffalo, particularly the white but there was no pressure to sell. The demand for both gluten and hominy feed in the more eastern markets was reported rather dull.

The Alfalfa meal market continued firm. Kansas City mills were reported operating on overtime with demand active for all offerings.

### CORN BORER LEADS TO NEW BARLEY FEED TEST

Barley has been fed to dairy cattle as well as to other classes of livestock for many years and good results have been reported. A recent trial in which barley was compared to corn as a feed for dairy cows has just been reported by the Michigan Experiment Station. The principal reason for making this trial was to obtain further information that could substantiate recommendations which are now being made to dairymen in the area infested with corn borer in Michigan.

#### COMPOSITION OF BARLEY AND CORN

	Dry mat- ter in 100 lbs.	Dig. nutrients in 100 lbs. Crude protein	Carbo- hydrates	Fat	Total
Barley	90.7	9.0	66.8	1.6	79.4
Corn	89.5	7.5	67.5	4.6	85.7

A comparison of the composition of barley with corn, as shown herewith, indicates that barley would not give quite as good results as corn in a ration. However, the feeding trial reported shows very little difference between the two grains in feeding for milk production. Barley always should be ground or rolled before feeding it to cattle.

The corn grain ration consisted of 400 pounds ground corn, 300 pounds ground oats, 200 pounds bran, and 100 pounds old process linseed meal. The barley grain ration was the same except that ground barley was substituted for the ground corn.

### ALFALFA MEAL OUTPUT OVER 1,000 TONS PER DAY

Production of Alfalfa meal in the United States during January totaled approximately 38,500 short tons, according to reports from manufacturers to the Grain, Hay and Feed Market News Service, U. S. Bureau of Agricultural Economics.

In July, 1927, the production was only about one-third of that in January, 13,439 tons. In August, the output was 17,825; in September, 26,605; in October, 33,159 tons.

### HAY TRADE STILL SLOW IN NEW YORK

By C. K. TRAFKON

Conditions in the hay trade in the Metropolitan District has continued decidedly unsatisfactory, especially to the selling element. It is true that a slightly steadier feeling developed early in the period when prices for really desirable hay were well maintained at previous top levels or even slightly better, but later the downward movement was removed. The momentary steadiness at the outset was ascribed to light receipts and a little flurry of buying, which was traceable to rather more seasonable weather, suggesting the necessity of heavier feeding. Much of the time, however, the weather was unseasonably mild, and hence it was evident that feeding was on a small scale. As a consequence, buyers generally saw no reason for increasing their stocks to any appreciable extent and contented themselves with picking up a few odd cars as they became available at concessions. They found the latter rather easy to procure as a rule as the majority of receivers appeared to be

eager to dispose of their hay promptly rather than pay heavy demurrage or storage charges.

The urgency to sell by commission men was also traceable to the fact that a number of up-state shippers came to the city to do their own selling in order to cut down expenses. Arrivals averaged small practically throughout the month and as a rule embraced a considerable proportion of poor grade hay. This was especially true of the Brooklyn terminals where shipping hay and No. 3 were especially depressed. In fact, the whole list was affected and some fairly good hay was available at prices below those current at Manhattan terminals. As a consequence, a number of buyers who usually secure supplies at Thirty-third Street went across the river. On the other hand, the shortage of good hay in Brooklyn served to send buyers of the better grades over to the Manhattan terminals. Latterly the feeling has become somewhat better as surplus supplies in Brooklyn were being fairly well cleaned up and as a consequence commission men were advising interior shippers to send in a little more hay of better quality, feeling that a better outlet would be found. On the other hand, very poor hay still moved slowly and in some cases damaged bales were not wanted even at \$12.

It is not believed, however, that sellers will be able to establish a higher basis as it is expected that sellers will be tempted to send hay in more freely and this will result, as usual, in making buyers more independent and confident that they will still be able to pick up supplies practically at their own terms.

### BARLEY AND RAISINS FOR PIGS

Information on the value of raisins as a swine feed is very limited. In 1916 Thompson and Voorhies at Berkeley, Calif., fed one lot of pigs equal parts of rolled barley and raisins with Alfalfa meal in the proportion of five pounds of the mixture to one pound of the meal. Another lot received raisins and Alfalfa meal in equal proportions. The ration fed the first lot gave the better results. Here 2.97 pounds of raisins had a feeding value equal to 2.66 pounds of barley. In the second ration, raisins were not so efficient, since 11.13 pounds were required to equal 5.63 pounds of barley. Moreover, it was difficult to keep the pigs on feed with this ration, and they scoured severely at times.

Recent tests in California show that a ration of rolled barley 15 parts, tankage one part, with Alfalfa pasture in addition, was more efficient in the amount of feed consumed for 100 pounds of grain than a ration of rolled barley five parts, raisins 5 parts, raisins (culls) five parts, rice bran five parts, and tankage one part by weight. The average daily gain, however, was less with the former ration.

### HAY MARKETS PRACTICALLY STEADY

Hay markets held about steady during the week according to the weekly hay market review of the United States Bureau of Agricultural Economics. Milder weather over a large part of the country restricted demand and resulted in some accumulation at distributing centers. Top grade hay which was in light supply continued to move readily, with demand for dairy hay active.

The lighter movement of hay during the current season has been reflected in smaller market receipts at the principal markets. These have totaled 10,000 cars below receipts for the same period last season has been reflected in smaller market receipts less than 40,000 tons, compared with 133,000 tons imported during the same period last season.

Timothy markets were somewhat irregular. Very little change was noted in the Boston market where top grades continued to be readily taken, but liberal supplies of the lower grades moved slowly. Receipts at New York were extremely light and with supplies on hand rapidly declining, prices showed a stronger tendency. Liberal offerings at Cincinnati in excess of demand resulted in some accumulation and an easier tone. Shippers were



only moderate buyers. A fairly brisk demand at Chicago with light receipts kept tracks cleared. Demand at Memphis continued dull in spite of the high prices of other feedstuffs.

Alfalfa markets continued firm. The first cars of new crop hay arrived in Los Angeles during the past week. The nearness of the pasture season and the arrival of the new crop hay restricted demand in Pacific Coast markets. Offerings at Kansas City were heavier with weather more favorable for country loadings. Shipping demand was brisk with best outlet for medium grades to the south and southeast. Best types of dairy Alfalfa moved readily at top quotations for season. Milling demand was excellent. Omaha reported an active shipping demand at slightly higher prices with offerings hardly equal to inquiry. There was a good call for Alfalfa and straight Clover at Chicago from dairy interests and the market for top grades held firm. Inquiry for good types of Alfalfa at Minneapolis was active for both feeding and milling.

Prairie was irregular. Kansas City reported a draggy market with dull shipping inquiry and only moderate buying at stock yards. At Omaha top grade prairie was in active demand and prices advanced slightly. The Minneapolis market was firm with light receipts. Houston reported a fair movement of prairie hay.

## NEW KANSAS CITY HAY SECRETARY

Harold Masters has been made secretary of the Kansas City Hay Dealers Association, of which he has been assistant secretary for several years. Virgil K. Spellman was formerly secretary. He qualified in December as a Federal hay inspector and is working now under the direction of the Hay, Feed and Seed Division of the Department of Agriculture on the Kansas City hay grades.

Mr. Masters has a law practice as a side occupation and is an expert statistician.

## CLOVER HAY FOR WINTER FEED

Clover hay or dried Clover is very high in protein, containing 16.32 per cent, the highest of any of the dried grasses. While in the green state it contains only 4.40 per cent. It is also the richest in ash of all these products, containing 8.10 per cent, and in carbohydrates about 46 per cent. Many of the ordinary grains are deficient in protein, an element that is most needed by laying hens. Chemical analysis has proved that 100 pounds of Clover hay contains sufficient lime to form the shells of 17 dozens of eggs.

The best and most economical way of feeding Clover hay to poultry is to cut it in short lengths for use in a mash mixture.

## WEATHERED HAY FOR STOCKS

Unusual wet weather this year has caused a large amount of Alfalfa hay to spoil to a greater or less degree. The feeding value of this Alfalfa hay, states E. J. Maynard, in charge of animal investigations at the Colorado Experiment Station, depends largely on how badly it was bleached or weathered before going into the stack. Much of the palatability of the hay may have gone, he says, but cutting and mixing it with beet molasses should prove more profitable than would be the case with good quality hay.

Considerable mold may be noticed on Alfalfa hay coming out of the stack, Maynard points out. Although one is never advised to feed moldy Alfalfa hay there is no experimental evidence to prove that moldy Alfalfa hay has ever actually harmed or killed any livestock. Fed in a well balanced, palatable ration, this poorer quality Alfalfa may be made usually to produce some return in maintaining or even fattening livestock.

## BEAN SCREENINGS PROFITABLE

The California bean crop amounts to about 5,000,000 bushels annually, and in this and other states, disposition of bean by-products offers an opportunity to the feed man. In cleaning beans for human consumption, they are passed over a series

of screens which remove all the dirt, split beans, and the small, shrunken beans. These screenings are readily eaten by sheep unless there is an excessive amount of dirt present. Furthermore, they are usually available at a relatively low price and many sheepmen have been utilizing them principally as a concentrate for wintering ewes.

In a feeding trial conducted on the Pacific Coast, bean screenings proved to be a very economical feed. Lambs receiving whole barley and Alfalfa hay ranked first with a daily gain of .274 pound per lamb; those fed bean screenings were second with .266 pound.

Most all of the lots fed by-products required more concentrates to produce 100 pounds of gain than did the lot fed barley and Alfalfa. One lot made a specially economical gain, requiring only 451.53 pounds of bean screenings as compared with 480.8 pounds of barley to produce 100 pounds of gain.

## GRADING AT KANSAS CITY

Arrangements have been made which provide for Federal grading of hay on the Kansas City market. The contract between the hay, feed and seed division of the United States Department of Agriculture and the Kansas City Hay Dealers Association providing for the establishment of Federal hay inspection on that market was in charge of President D. B. Tilson, C. D. Carlisle, N. C. Campbell, L. M. Faris and C. M. Funk.

## HANDBOOK OF U. S. STANDARDS FOR BEANS AVAILABLE

The United States standards for beans have been reprinted in convenient handbook form available for distribution by the Bureau of Agricultural Economics, United States Department of Agriculture, Washington, D. C. The handbook contains the grade requirements and definitions of 19 commercial classes of dry edible beans and an explanation of important features of the standards and their application by Federal licensed inspectors.

Federal inspection of beans on the basis of the United States Standards is available at shipping points in Idaho, Montana, Wyoming, and Colorado and also at San Francisco, Calif.; Salt Lake City, Utah; San Antonio, Texas; Atlanta, Ga.; New York City; Washington, D. C., and points adjacent to these cities.

## NEW FEED BRANDS

"CHIEF HI-HAT" stock feed. Purity Oats Company, Keokuk, Iowa. Filed November 15, 1927. Serial No. 257,597. Published February 7, 1928.

Stock feed. Purity Oats Company, Keokuk, Iowa. Filed November 15, 1927. Serial No. 257,598. Published February 7, 1928.

"SUCCULENTA" concentrated substitute for green feeds in tablet form for chickens. Helen C. Kiesel, doing business as The Succulenta Company, Scranton, Pa. Filed December 16, 1926. Serial No. 241,576. Published February 7, 1928.

"VICTOR" hog food and the following named poultry foods: Chick mash, chick food otherwise known as buttermilk starter, growing mash, hen scratch, laying mash, poultry fattener, husky scratch and crate fattener. The Crete Mills, Crete, Neb. Filed July 28, 1926. Serial No. 235,252. Published February 7, 1928.

"WAYNE" egg mash, mash, all mash, chick starter, all mash grower, chick starter, growing mash, scratch feed, crate fattener, pigeon feed, dairy ration, dairy feed, hog meal, horse feed, calf meal and pig meal. The McMillen Company, Fort Wayne, Ind. Filed November 21, 1927. Serial No. 257,842. Published February 14, 1928.

"CONDENS-O-LAC" poultry feed. Champlain Milk Products Company, Inc., Baltimore, Md. Filed January 12, 1928. Serial No. 259,995. Published February 21, 1928.

"MIAMI DAIRY" livestock feeds. The Early & Daniel Company, Cincinnati, Ohio. Filed November 19, 1927. Serial No. 257,793. Published February 21, 1928.

"MINERALIZED RED COMB" poultry feed.

Hales & Hunter Company, Chicago, Ill. Filed August 25, 1927. Serial No. 253,943. Published February 21, 1928.

"CLOM" poultry feed, namely, a mineralized cod liver oil for increasing egg production and hatchability of eggs. The Greene Chicken Feed Company, Marblehead, Mass. Filed January 23, 1928. Serial No. 260,502. Published March 6, 1928.

"CHARMCO" stock and poultry feed. Charleston Milling & Produce Company, Charleston, W. Va. Filed August 29, 1927. Serial No. 254,106. Published March 6, 1928.

"FARMERS UNION SERVICE ASSOCIATION" mineral feed for cattle, mineral feed for hogs, laying mash, pig meal, hog feed, white shorts, gray shorts, bran, Alfalfa molasses feed, calf meal, dairy ration, developing chick feed, hog fattener, poultry mineral, poultry fattener, starting and growing mash and chick feed. Farmers Union Service Association, Des Moines, Iowa. Filed December 13, 1923. Serial No. 258,860. Published March 6, 1928.

238,369. Meal, a compounded ground feed composed of cereals and other suitable ingredients for poultry. Blatchford Calf Meal Company, Waukegan, Ill. Filed September 19, 1927. Serial No. 254,889. Published November 29, 1927. Registered February 7, 1928.

238,494. Cottonseed meal, cottonseed cake, dairy feed, mixed feed, horse and mule feed and chicken



feed. Chockaw Cotton Oil Company, Ada, Okla. Filed November 2, 1926. Serial No. 239,573. Published November 29, 1927. Registered February 7, 1928.

238,873. Stock and poultry feed. The Blair Elevator Corporation, Atchison, Kan. Filed July 13, 1926. Serial No. 234,461. Published December 6, 1927. Registered February 14, 1928.

238,898. Linseed meal for stock feeding purposes and the compounding of stock and poultry foods. Ankeney Linseed Manufacturing Company, Des Moines, Iowa. Filed November 30, 1926. Serial No. 240,766. Published October 18, 1927. Registered February 14, 1928.

## RECENT JAY BEE SALES

The following recent sales of the Jay Bee Mill are reported by J. B. Sedberry, Inc., Utica, N. Y.:

P. M. Lewis, Belmont, N. C., one No. 3 UX direct Connected; L. W. Loy & Son, Brookville, Ohio, one No. 2 S. Direct Connected; Princeton Lumber Company, Princeton, Iowa, one No. 3 UX Direct Connected; Jones Mercantile Company, Canton, Ga., one No. 3 UX Direct Connected; Laclede Roller Mills, Lebanon, Mo., one No. 2 T with Fan; H. J. Zahn, Venango, Pa., one No. 2 UX Direct Connected; Sublette Farmers Elevator Company, Sublette, Ill., one No. 2 S. Direct Connected; Weaubleau Roller Mills, Weaubleau, Mo., one No. 3 UX; Fell Milling Company, Orangeville, Ohio, one No. 3 U; G. A. Shaffer, Montpelier, Ohio, one No. 2 S. Direct Connected; Golconda Roller Mills, Golconda, Ill., one No. 3 U; Fegley & Meyer, Pine Grove, Pa., one No. 2 S. Direct Connected; Allen Sharp, Keystone, Iowa, one No. 3 S. Direct Connected; Clark & Drury, Cobb, Wis., one No. 2 S. Direct Connected; Green & McCommon, Cromwell, Ind., one No. 3 S. Direct Connected; Jappa Roller Mills, Bedford, Va., one No. 1 U; Leo A. Danner, Elgin, Ill., one No. 3 S. Direct Connected; Farmers Cooperative Company, Boswell, Ind., one No. 2 S. Direct Connected; Iroquois Roller Mills, Rensselaer, Ind., one No. 3 S. Direct Connected; W. A. Ewing & Son, Reesville, Ohio, one No. 2 S. Direct Connected; Kasco Mills, Toledo, Ohio, one No. 3 S. with fan; J. E. Warrick Company, Wellington, Texas, one No. 4 W. with fan.



## "DE-BUNKING" FARM RELIEF BILLS

A pamphlet has been published entitled "The McNary-Haugen Bill: A Frank and Friendly Chat," and it purports to be by Silas R. Crossroads, though the introduction frankly admits that this is a pseudonym. "Some people," says the author, "think that every farmer is too much of a numbskull to think out things for himself. Some of us are not. . . . What I have set down is a sort of record of questions asked and my answers. And I defy any level-headed farmer to study the bill as I have studied it without reaching the same conclusions." The pamphlet is too long to reproduce here in full; but here are some excerpts from the section which bears the caption,

### HOW IT WOULD WORK

Q. Would the plan raise the price of wheat?

A. Yes, to the consumer 50 cents a bushel; to the farmer 30.

Q. Please explain as simply as possible.

A. Very well. This illustration is about the same as that given by supporters of the bill in congress.

Let's assume wheat is \$1 a bushel, the world price and domestic price. The Farm Board decides to put the domestic price to \$1.50, which is the tariff, 42 cents, plus freight, 8 cents added to the American price. To put wheat to that price the Board, through its agents, would buy all wheat offered at that price. Part of this wheat the Board would export at a 50 cent a bushel loss. The remainder would be sold at "an advantageous domestic price" for about \$1.50. Operation costs estimated 4 cents a bushel.

Q. Could you give figures on this point?

A. Yes. The U. S. wheat crop now averages 850,000,000 bushels a year: 200,000,000 exported; 650,000,000 consumed at home. Loss of 50 cents a bushel on 200,000,000 exported amounts to \$100,000,000. This loss, pro-rated back to the 650,000,000 bushels consumed at home is about 16 cents a bushel.

Q. Getting down to brass tacks, how would the Board's operations look?

A. About like this:

Farm Board buys surplus and ships it abroad, raising domestic price from \$1 to \$1.50.

Thirty cents added to farm price. American farmer gets \$1.50 minus (a) cost of operation, four cents, and (b) loss on exports, 16 cents. Balance due American farmer, \$1.30. This leaves a net price elevation to farmer of 30 cents a bushel.

Fifty cents added to American consumer's price, he paying \$1.50.

Q. How about the equalization fee?

A. The farmer would pay an equalization fee of 20 cents, and get back a price elevation of 50 cents, leaving him a net increase of 30 cents.

Q. Thirty cents a bushel on 850,000,000 bushels equals \$255,000,000, the total increase to American wheat growers. How about consumers?

A. American consumers take 650,000,000 bushels at \$1.50, a net increase of 50 cents a bushel, or a total of \$325,000,000 increase to consumers.

Q. That much would be taken out of the consumer's pocket?

A. Yes. The consumer "pays the freight." Farmers would receive, not pay out, money. The "equalization fee" would be "collected" from them, but not paid in the end by farmers; they would pass it on to consumers.

Q. But aren't the farmers consumers?

A. On that point you are dead right. Farmers themselves constitute a very large part of the total numbers of consumers. That fact is certainly worthy of careful thought. For instance, farmers consume 40 per cent of the wheat grown.

Q. Can you cite an example of a fee being "collected" and not paid?

A. Yes. A farmer at Elk Point, S. D., shipped a carload of corn to a Chicago commission merchant. The railroad collected \$334 freight from the merchant. But he did not pay this; the farmer did. So it is with this bill. The fee is "collected" from the farmer but the consumer pays.

Q. Now the psychology of it. Won't the farmer feel he's paying?

A. He won't be conscious of making payment. His crop has been quoted at \$1, when the Farm Board lifted it to \$1.30 at the elevator or mill. He enjoys the 30 cents net advance. He will feel no tax is being imposed on him as seller of wheat. The fact is the bill aims to have the equalization fee collected from the elevator or mill or railroad and not from the farmer. So the farmer would not even go through the motions of paying. Hence it is wrong to speak of this fee as a burden borne by producer. If he's a wheat grower he'll be rewarded, not penalized, for enlarging his crop, for increasing the size of the surplus.

Q. Thirty cents increase in price would give the

2,000,000 U. S. wheat farmers \$255,000,000 total increase?

A. That's right.

Q. And the 50 cents increase to consumers would be \$325,000,000?

A. Yes.

Q. Who gets this enormous difference in the farmer's increased price and the price the consumer is forced to pay?

A. Part goes to operation costs. Part to losses on exported wheat. You see the Farm Board would export 200,000,000 bushels at \$1 a bushel, enough to feed 8,000,000 European families a year. These foreigners would buy this wheat at \$1. The bill would tax American consumers, while helping our wheat growers temporarily, and would greatly benefit 8,000,000 families of foreign consumers.

Q. But the bill would raise wheat prices. Isn't that good?

A. Here, my friend, is a monumental weakness. This is called a surplus control bill. Yet the farmer producing the surplus is not penalized. He's rewarded for producing the thing we're supposed to control. So he would produce greater and greater surpluses. It's attractive. The consumer pays the fees, plus charges, costs, and losses. Why not? The very first effect of the law would be an amazing increase in production of the six "basic" crops.

Q. And the final effect?

A. Such startling overproduction of the six crops that prices would crumble to their old levels, and below.

The section "How It Would Work" concludes with the following paragraphs:

Q. Is this bill, as reported, one of the agricultural West against the industrial East.

A. Perfectly ridiculous. The fact is the agricultural West is now industrialized, and the industrial east is still agricultural. New York and Pennsylvania are "industrialized" while Kansas and Nebraska are called "agricultural." All four states are agricultural. If you will turn to the U. S. census figures you will find these facts clearly confirmed. Crop values are about the same in the four states. There are actually more farms in these two eastern states than in the two middle western states. New York has 188,754; Kansas 165,879; Pennsylvania 200,443; Nebraska 127,734, says the 1925 census. So farmers of the east rank with their western brethren.

Q. How about the number of people living on farms?

A. The same census gives Kansas 701,768; New York 767,500; Nebraska 566,660; Pennsylvania 910,847.

Q. Kansas is pretty well industrialized?

A. Very much so. It has 700,000 people living on farms and 1,000,000 living in towns and cities. You need only to turn to the census report to learn the long list of industries actively carried on in that state. The 1919 census reports the industrial products of Kansas as having a value of 109 per cent of the value of that state's farm products. Kansas is an industrial state. Talk of agricultural west against industrial east is pure hokum. Every farm state now has its industries and wants more, to make a home market for its agricultural products.

## THE GRAIN WORLD

### Flaxseed Production Shows Increase

THE production of flaxseed in North America for 1927 is estimated at 29,056,000 bushels compared with 24,540,000 bushels produced last year, according to the latest official reports for the United States and Canada. This 18 per cent increase over last year is due to the increase of 30.3 per cent in the crop of the United States in spite of a reported reduction in area. The yield per acre is reported to have increased from 6.6 bushels per acre to 9.2 bushels per acre, making the production for this season 24,321,000 bushels. The Canadian crop is estimated at 4,735,000 bushels compared with 5,948,000 bushels last year. European countries so far reported show a slight decrease compared with last year, but no information has been received concerning the crop of Russia, the only European country of importance in the production of seed. The area in European Russia is reported to be 2 per cent below that of 1926. Total flax area for 22 countries reported, excluding Russia, is still below that of last year. The final estimate of area for Argentina, however, is 7,055,000 acres or 383,000 acres above the final estimate for last year. Since the breaking of the drought in that country, conditions have been reported as satisfactory. The fields are reported to look very well, and chances for a good crop are favorable.—*Foreign Crops and Markets.*

THE 30 countries now reported, which together produce more than 95 per cent of the oats of the Northern Hemisphere, show a total production of 3,405,206,000 bushels, or a decrease of 1 per cent from last year's production. The oats crop in Alberta has turned out large and of excellent quality, while rust proved particularly severe in Mani-

toba and Saskatchewan. Alberta, with its yield almost twice as large as that of last year, is being relied upon to supply the other provinces with both feed and seed oats.

THE Australian wheat crop for the 1926-27 season totaled approximately 162,000,000 bushels, the amount for home consumption is calculated at 46,000,000 bushels, leaving 116,000,000 bushels available for export, and it is estimated that there is about 200,000,000 bushels exportable held over, the largest quantity being in New South Wales and some in Western Australia.

PRODUCTION of rye in 1927 as reported by 21 countries of the northern hemisphere is 765,000,000 bushels as compared with 685,000,000 bushels in 1926. The first estimate of production in Germany placed the crop at 286,283,000 bushels.

REPORTS from 29 northern hemisphere countries, representing about 75 per cent of the world's total barley production, show a total production this year of 1,132,896,000 bushels, which is an increase of 5.8 per cent over that of last year. The first estimate for Germany, one of the most important barley producing countries, shows a production of 122,723,000 bushels which is an increase of 8.5 per cent over last year's crop. Until recent somewhat unfavorable conditions, the crop was expected to be even larger. Sweden shows a decrease of more than 2,600,000 bushels from last year's crop, and the earlier estimates for Poland have been decreased by more than 4,000,000 bushels.

BARLEY is regarded as a good crop in the Prairie Provinces of Canada, according to trade reports. Yields are very good, and while there has been slight damage by rust the loss is slight in Manitoba and Saskatchewan and negligible in Alberta. The *Manitoba Free Press* estimates the crop at 82,613,000 bushels for the three Prairie Provinces, which is about 5,000,000 bushels more than the latest estimate by the Dominion Government.—*Foreign Crops and Markets.*

ACCORDING to J. Stanley Cook, secretary of the Montreal (Que.) Board of Trade, receipts and shipments of grain for 1927 were as follows:

	Shipments	Receipts
Wheat, bushels .....	120,241,324	135,027,107
Corn, bushels .....	297,938	1,180,011
Oats, bushels .....	9,487,236	12,992,197
Barley, bushels .....	23,275,296	22,274,832
Rye, bushels .....	34,833,462	32,028,208
Hay, bales .....	668,698	853,254
Flour, barrels .....	3,860,333	3,482,467

Montreal wheat receipts for December were reported by the same authority as 6,077,788 bushels and shipments, 5,203,524 bushels.

A PETITION in bankruptcy has been filed by James Gillespie, doing business as the Gillespie Elevator Company at Stephen, Minn.

THE Interstate Commerce Commission has made public a report prescribing a rate of 3.5 cents per 100 pounds on grain shipped from East Grand Forks, Minn., to the North Dakota grain terminal in Grand Forks, N. D.

THE Commission held that the failure of the Northern Pacific Railway to accord transit service on such grain at the terminal is unreasonable and unduly prejudicial and the carrier was ordered to establish such service. Commissioner McManamy wrote a separate opinion, concurring in part, with the report of the majority.

SUSTAINING a protest of C. J. Tower & Sons, of Buffalo, N. Y., the United States Customs Court finds that certain merchandise, invoiced and entered as oat scalplings, produced in the process of separating wheat from its impurities, was incorrectly taxed as wheat at the rate of 30 cents per bushel, by virtue of a proviso "that when grains or seeds contain more than 5 per cent of any one foreign matter dutiable at a rate higher than that applicable to the grain or seed, the entire lot shall be dutiable at such higher rate." Judge Waite points out that the testimony showed that 5 per cent of the commodity bearing a higher rate of duty was not present in this merchandise and that, therefore, the duty should have been taken at only 10 per cent *ad valorem*.



## ASSOCIATIONS

### CONVENTION CALENDAR

May 1-2. — Annual convention of the Western Grain Dealers Association, at Sioux City, Iowa.  
 May 10-11.—Thirty-fifth annual convention of the Illinois Grain Dealers Association, at Joliet, Ill.  
 May 15-16.—Thirty-first annual meeting of the Kansas Grain Dealers Association, at the new Lora-Locke Hotel, Dodge City, Kan.  
 May 18-19.—Thirty-first annual convention of the Oklahoma Grain Dealers Association (with the Oklahoma Millers Association and the coal dealers' association), at Enid, Okla.  
 May 29-30. — Annual convention of the Pacific States Seedsmens Association, at Portland, Ore.  
 June (exact date later).—Annual convention of the Pacific Northwest Grain Dealers Association, at Walla Walla, Wash.  
 June 19-20.—Forty-ninth annual convention of the Ohio Grain Dealers Association, at the Elks Temple, Lima, Ohio.  
 August 20-22.—Thirty-fifth annual convention of the National Hay Association, at Fort Wayne, Ind.  
 September 24-26.—Thirty-second annual convention of the Grain Dealers National Association, at the new Hotel Statler, Boston, Mass.

### EASTERN FEED DEALERS MEET

By JOHN B. G. BABCOCK

Feed dealers' losses, through improper credit extensions and inefficient credit methods, amount to more than \$1,500,000 annually in New York State alone, said Professor V. B. Hart of the New York State College of Agriculture, at the semi-annual meeting of the Eastern Federation of Feed Dealers, held in Binghamton, N. Y., February 22 and 23. The convention, with nearly 300 dealers present, was the largest in the history of the Federation.

Professor Hart presented statistics showing how the operation of the average New York farm is financed. The figures were prepared from reports obtained from the operation of more than 100 dairy farms in Tioga County, N. Y., a group said to be a fair cross section of the state's farming industry. Financing methods used by these farmers were explained by Professor Hart by the following table:

	Cash	Open Accounts	Notes
Feed .....	17%	77%	6%
Fertilizers & feed .....	53%	45%	2%
New machinery .....	51%	14%	35%
Animals .....	63%	3%	34%
Labor .....	95%	5%	
Buildings .....	83%	17%	
Automobiles .....	70%	3%	27%
Groceries .....	66%	34%	
Clothing .....	93%	1%	
Miscellaneous .....	92%	8%	
General Average .....	67%	27%	6%

The professor's figures would seem to indicate that about two-thirds of the purchases made by farmers are in cash and the remainder in credit. He pointed out, however, that a considerable amount of the cash paid for goods is probably borrowed money. The professor stressed that farming is an industry, or business, in which credit is an essential factor in operation, and said the important question is, "Where is this credit to come from?"

Our investigations disclosed that about 75 per cent of the credits were given by retail stores. Another 19 per cent came from notes given to others than the banks, while about 8 per cent was borrowed from the banks on notes. In searching for causes of present conditions, and the possibility of remedy for them, we decided that the bankers, merchants and farmers are about equally at fault.

In the first place, the farmer is to blame for failing to take proper steps to obtain a credit rating at the bank. The bankers are lacking in judgment for not classing agriculture as an industry, or business, which is fully as legitimate, and usually more justified, than any other line of activity. Last of all, but perhaps not least, the merchant is in a way to blame for not taking proper steps to see that delinquent accounts are paid in full.

We were surprised to learn that in most instances the average farmer believes it will cost him money to establish a credit rating with a bank. He knows, of course, that he can obtain credit from his local merchants, usually, with little or no difficulty, and without cost. Right here I want to say that the farmer and the merchant both are wrong if they think mercantile credit can be established without cost, to someone.

Granting of credit does entail an actual cost, and this expense should be paid by those who incur the obligation. If the merchant grants credit to the farmer, he in turn will have to look for his own credit at his bank, and that costs him just about 6 per cent. I have yet to learn of a bank which will loan money without interest, so naturally someone has to pay the cost of this credit to the farmer.

Our survey disclosed that more than 40 feed dealers in New York State, classed as average dealers, are paying about 4.6 per cent each four months for this credit they extend to the farmers who purchase from them on "time." This would aggregate more than 13 per cent in a year, and would seem to indicate an aggregate credit cost of about \$2,500,000 on the \$50,000,000 feed business done in New York State in the course of 12 months.

It would cost just about \$1,000,000 to obtain a

similar amount of credit at the banks, so our studies seem to indicate that the loss to the dealers in doing business this way is just about \$1,500,000 a year. The moral seems to be that the farmer should arrange his own credits at the bank. Then, if he is able to pay cash as a result of his obtaining a loan from the bank, the dealer should grant him a cash discount. This would seem to be the equitable way to handle this matter of credits, and dealers would probably do the wise thing if they explained to the farmers just how to go about arranging for credit at the banks.

Talks on the credit problem were followed by a general discussion in this connection. A score or more of feed dealers, who have placed their businesses on a virtually cash basis, told of the methods they have followed. All of them had nothing but praise for the cash plan of doing business. It was pointed out that farmers can obtain funds to care for their cash purchases, through bank loans.

The consensus seemed to be that such loans can be arranged if bankers are informed as to the manner in which the respective farmer does business, his average expenses, average income, and other details. The farmer who wishes to obtain a bank loan should be prepared to submit information to the banker along the lines required of any business man, it was pointed out.

William H. Howard of Ware, Mass., president of the New England Feed Dealers Association, in speaking on "How to Meet Competition," stressed the importance of reducing the amount of credit extended the farmers and dairymen by the feed dealer. He said:

A recent survey showed that the average investment of Vermont retail feed dealers is \$35,000. As



THE EASTERN FEDERATION OF FEED MERCHANTS' BANQUET

there are about 2,000 dealers in New England this means an aggregate investment of approximately \$70,000,000. Of the investment about 43 per cent is in accounts receivable. The survey also indicated that only 15 per cent sales are in cash, with about 65 per cent payable in from 30 to 60 days, and the balance listed as "slow pay".

It would be desirable if every feed dealer would try and get established on a 45-day credit basis, as the average maximum time for payment of "open" accounts. This would mean discontinuance of credit to the man who could not pay his bills within the 45 days.

Our association holds frequent county meetings, with a view to the betterment of relations between county agents and the dealers. The meetings have resulted in the discovery that the country agent is more than willing to co-operate with the dealers if he understands the latter's problems.

Co-operative advertising, with a view to letting the farmers know of services rendered by the feed dealers, is another feature of our work. We started this co-operative advertising campaign last week. We shall expend several thousands of dollars in this sort of publicity.

It is expected, as a result of the adoption of the following resolution, that the association will soon launch a campaign for the dissemination of advantageous publicity of the feed dealers business, by means of the radio:

"Whereas, there are conditions existing in the mixed feed industry which we believe can be met by a concerted program of advertising setting forth the importance of the local feed merchants and his service, and the need for quality feeds; therefore be it:

"RESOLVED: That the Eastern Federation of Feed Merchants invoke the New England Feed Merchants Association, the New York State Feed Manufacturers Association, and other organizations affected by and interested in this problem, to appoint committees to meet with a similar committee representing the Eastern Federation of Feed Dealers, at the call of the president of the Eastern Federation of Feed Dealers, for the purpose of discussing the possibility of a joint program of publicity."

The chief entertainment feature of the convention was a banquet at the Arlington Hotel, attended

by more than 250 members of the organization. An official welcome to the City on Binghamton was extended by James T. Rogers, corporation counsel of the city. J. Kennard Johnson, manager of the Binghamton Chamber of Commerce, was the chief speaker. His subject was "The Balanced City."

W. Sanford Van Derzee of Albany, N. Y., president of the Federation, was in charge of the sessions, and delivered his semi-annual address and report. W. A. Stannard, Federation secretary, spoke on various problems confronting the organization. C. F. Dowe of St. Albans, Vt., spoke on "The Vermont Flood and the Feed Merchant."

Mr. Dowe told of the distress suffered by residents of his state as a result of the flood, and said that heavy losses were sustained by many feed dealers in the catastrophe. It will be necessary to extend long term credits to farmers and dairymen, he said, owing to their heavy losses in the flood, and the need for rehabilitation of their farms. Many will have to purchase animals to replace those lost in the flood, he said. The speaker also told of the many difficulties experienced in efforts of the farmers and feed dealers to transport feed over roads which were almost impassable owing to the damage done by the torrential rains and rushing waters of the streams.

### ILLINOIS FARMER DEALERS MEET

On February 8, 9, and 10, the Farmers Grain Dealers Association of Illinois held its twenty-fifth annual meeting in Springfield, Ill., with headquarters at the St. Nicholas Hotel. President D. H. Allen called the meeting to order in the ball room at the hotel, and the address of welcome was made by Mayor J. Emil Smith of Springfield. Vice-president C. H. Bonnell responded.

In making his annual address, President Allen dwelt on the historical background of the associa-

tion and reviewed much of the past, this being the occasion of the Silver Jubilee of the organization. He went on to say:

It is a source of regret that we do not have a 100 per cent membership of the farmers elevator companies in the state association. All of the officers of the association feel this deeply. We feel that it should be an elevator of pride for any president or manager of an elevator company to say if asked, "Why yes, we are a member of the state organization. It does so much for us we cannot have the face not to belong." And do we perform service for you who do not belong to the association? We do! There are just a few of the services we offer that are limited to our members, but those of our members who take advantage of them practically pay their dues by taking advantage of the service offered.

But in the long run the work of the state office rebounds to the benefit of all farmers elevators impartially. For instance one of the major projects has been to oppose any unfair increase of freight rates on grain both intra-state and inter-state. In the main we have been successful in preventing the raising of the rates.

In the matter of the rental of sites for elevators and side tracks built for service tracks for the elevator use we have been able to effect a large annual rental in some cases and have secured a ruling that regulates these conditions. Then too in the matter of car service we have been able to bring about a condition that so far has corrected almost entirely the shortage of cars when needed for shipping grain. This is a very important service as a great many can testify. Yet these large benefits are all distributed impartially to non-members as well as to our members who bear the cost of such work. In the matter of freight rates alone the savings effected for each group of farmers represented by any company is so large that their company could well afford to pay the small dues required to maintain their company in good standing and so prove they are real co-operators at heart as well as in profession.

While discussing the matter of freight rates I want to say right now that one of the most important freight rate cases is open now. We have usually carried these cases on through the Farmers National Grain Dealers Association and I recently received a request from our national secretary, J. W. Shorthill, asking for a sum of money to help carry Illinois' share of the expense in presenting our claims in the matter. The only thing I could do was to say I would put the matter before this convention and let you decide what we would do. You are the men who will receive the benefit but on the other hand you are the men who will have to pay the cost. I advise that you do raise the money necessary to prosecute this



case. Mr. Shorthill will be here and I hope tell us the importance of the case.

But over and around these things to revert to our first proposition it would be a fine thing if every officer and manager of the non-member companies who are here this year attending this convention would make up his mind to go home and use his best effort to have his company become a member of the state association.

For over a decade there has been an insistent demand for a central grain marketing agency that would receive the grain shipped from farmers elevators to the terminal markets and there handle it for them. Thus would we be carrying out the second step in the movement of our grain toward the consumer. The plan has been worked on by a committee from the Iowa and Illinois associations for the past eight years and a time for putting it in operation has been sought for some time. We felt that the unit upon which the whole structure should be built must be the local farmers elevator company and in the plan as put in operation the whole and only basis is the local farmers elevator company.

It is incorporated under the co-operative feature of the Illinois law for \$250,000. The shares having a par value of \$100. All shares can be owned only by farmer elevator companies and no company can hold more than five shares. No individual can hold stock except that the law requires that directors must be stockholders and they are limited the same as any other stockholder by the law. In fact no director holds but one share of stock. It is just as democratic as the co-operative law can make it so the company will always be controlled by your elevator companies.

It is the aim of the directors not to be satisfied until every farmers company is a stockholder and is a shipper to their own company. This is a time and place to practice the thing you have been preaching, to your own stockholders, to patronize your own company. You can imagine how successful you would be in your local company if only 10 per cent of the farmers in your community gave you their business. A large number of you know the trials of trying to conduct your business on a limited capital. Here is an opportunity to help in both these important functions.

We cannot do better than to quote from President Olmstead's address last year when he said: "Don't expect the impossible. Any plan that has for its purpose not the creation of a new and untried system, but rather the extension of business principles that have been heretofore successfully to similar industries, wisely planned and carefully executed will not fail," and such is the plan now being created for handling your products in terminal markets."

In marketing our products it is not alone sufficient to know we receive their full value, but it is important to know the amount we receive is such value. By handling our own grains from the time they leave the farm until finally distributed through our terminal markets, we will be in a position to know whether we are receiving our just returns, and if we are not, the fault will be ours. It is with such an ideal the National Farmers Elevator Grain Company Co-operative has established itself. We trust this ideal will never be departed from. The company began business in Chicago on April 1, 1927, under the name of its subsidiary, The Rural Grain Company. So all shipments are made to and handled by that corporation.

The stock of The Rural Grain Company is all controlled by the parent company. The business has been growing steadily ever since it was started and did it but receive the business of the stockholders as it does from some (one company having shipped 125 cars to date) the officers would be well satisfied.

There can be no question but that the position in which the agricultural industry has been in for the past few years has been seriously felt by our elevator companies. It is remarkable that through this period the companies have been able to maintain the position they have. There has been losses but few failures, and as a general thing the failures that have occurred have had some contributing cause aside from the distress of agriculture.

Secretary Lawrence Farlow then made his annual report, discussing organization work, the Co-operative Act, car service improvement, fidelity bonds for managers, collective buying, the Rural Grain Company, buying margins, association service departments, storing grain, field work, bonds and insurance, and other timely topics.

Treasurer W. H. Hindahl reported a balance on hand of \$1,847.10. Other routine reports were heard.

A banquet was served that night, and among the leading speakers was Hon. Charles Adkins, representative from the nineteenth Illinois district, who acted as toastmaster. Lloyd Tenny, chief of the Bureau of Agricultural Economics, Washington, D. C., spoke, as did also Dr. J. E. Brindley of Ames College, S. J. Cottingham, president of the Iowa Farmers Grain Dealers Association, E. A. Eckhart, president of the State Grange, and Earl Smith, president of the I. A. A.

On the following morning, a meeting of the Managers Club was held in the Centennial Building. Mrs. Dora Stockman, of the State Board of Agriculture of Michigan, was a leading speaker. William A. Komnick, an elevator manager, from Emden, made an able address on the Shippers' Advisory Board. L. F. Rickey, of the University of Illinois, chose as his subject "The Keeping Qualities of Grain Harvested by the Combines." He said, in part:

The first combine was used in Illinois in 1924. In 1927 about 350 were in the field. In Kansas the first one was used in 1918. In 1927 there were over 12,000 of them in that state. I would hate to say that within 10 years of their introduction in this state there will be 12,000 of them here. But on the other hand, I would rather not go on record as saying that that will not be true.

In 1925 at least two elevators refused to take in wheat from combines, being fearful of its keeping qualities. The producers in each case shipped the grain themselves and received top prices for it. In 1927 beautiful wheat which was number one in everything but moisture was hauled to some of our elevators direct from the combine. When inspected it graded five and sample on account of moisture. One man harvested a field of wonderful wheat which he expected to sell for \$2.00. It heated in the bin and instead of receiving a fancy price he took a heavy discount.

Conditions during the 1927 season were particularly difficult for the combine. But such seasons will occur and we must be prepared for them.

Should high moisture wheat be rushed to market where it can be dried if necessary? Or should the farmer provide bins, with special ventilating devices, where he can safely hold the grain until it is dry enough to handle without going out of condition? Probably both methods will be used, as well as others which will suggest themselves under certain conditions.

I would suggest that the elevator manager at least get moisture tests on combined grain just as early in the season as possible. If not equipped to make the tests himself, he should send sample in air tight cans to one of the 13 points in the state where grain inspection service is maintained. Certainly he should not pay as much for grain containing 17 per cent of moisture as for that which has only 13 per cent. If the condition of the grain is such that there is considerable question as to whether or not it will heat in the bin, he should be careful about assuming liability for it.

Most of the elevators of the state will have to meet these questions within the next five years. Probably a little forethought and swapping of experiences will help in solving them to the best advantage of all concerned when seasons such as the one just past do occur.

W. H. McDonald, Federal grain supervisor, Chicago, Ill., talked on the various phases of his work, after which several others spoke. The Nominating Committee reported as follows:

We, the Nominating Committee, submit the following report and have made the following report and have made the following nominations:

For President—D. H. Allen, Delavan, Ill.  
For Vice President—C. H. Bonnell, Rosemond, Ill.  
For Second Vice President—T. R. Cain, Jacksonville, Ill.

For Treasurer—W. H. Hindahl, San Jose, Ill.  
For District No. 1—Henry Brown, Woodhull, Ill.  
For District No. 3—J. F. Fretag, Stanford, Ill.  
For District No. 4—V. A. Wertch, Emden, Ill.  
For District No. 6—Chas. Fairfield, Fisher, Ill.  
F. B. Hougham, W. G. White, Homer Price, H. C. Stevenson, John C. Gummershimer, H. H. Schumacher.

The Resolutions Committee, consisting of John Burke, chairman, W. B. Fleming, F. W. McLaughlin, F. W. Hamer and J. E. Garber, then proceeded to bring in the following resolutions, which were adopted: Pledging co-operation and support to the Illinois Agricultural Association and any other farm organization; recommending the deepening of inland waterways to provide an ocean outlet for commerce; recommending "sound economical legislative measures for farm relief and increased tariff on commodities coming in competition with grain and other farm products of the United States"; pledging support to the fight against increased freight rates; and several other measures. The last resolution in the list opposed the delivery of cereal oats on futures contracts in the Chicago market, and asked that the United States Department of Agriculture place screened oats or cereal oats in a classification of themselves.

## TRI-STATE SHIPPERS MEET

At the tenth annual convention of the Tri-State Country Grain Shippers Association, held February 9 at the Nicollet Hotel, in Minneapolis, Minn., F. E. Crandall, Mankato, Minn., was re-elected president. He has held office for the past four years. Other officers also re-elected at this meeting included the following: First vice-president, E. A. Betts, Mitchell, S. D.; second vice-president, Arthur Speltz, Albert Lea; third vice-president, M. A. King, Sioux City, Iowa, and secretary-treasurer, E. H. Moreland, Luverne, Minn.

Resolutions were adopted at the close of the convention opposed to proposed legislation in the way of agricultural relief bills pending before Congress; asking an increase of duty on grain imports; favoring improved waterways; asking extension of free time on inspected arrivals at Minneapolis; and petitioning grain exchanges to remain open on Labor Day.

The present Board of Directors of the Tri-State organization includes the following: A. E. Anderson, Cottonwood, Minn.; B. P. St. John, Worthington, Minn.; E. H. Sexauer, Brookings, S. D.; J. C. Miller, Page, N. D.; E. J. Christgau, Grand Meadow, Minn.; R. E. Jones, Wabasha, Minn.; H. W. Speight, Redfield, S. D.; August Evert, Kennedy, Minn.; A. O. Olson, New Ulm, Minn.; W. H. Richardson, Elgin, Minn.; E. R. Arneson, Irene, S. D., and C. A. Quarnberg, Belle Fourche, S. D.

## OHIO WILL HAVE TWO MEETINGS IN MARCH

Secretary W. W. Cummings of the Ohio Grain Dealers Association has announced that there will be two important district meetings in Ohio before the end of this month. The first of these, on March 20, will be held in Marion, with a dinner at \$1 per plate, at 6:30 p. m. at the Y. M. C. A. The second will be held March 21, at Columbus, Ohio, in the Southern Hotel, 6:30 p. m., dinner at \$1.25 per plate.

At the same time, Mr. Cummings again calls attention to plans for the forty-ninth annual convention, which will occur June 19 and 20, at Lima, Ohio, Elks Temple. Mr. Cummings says in his latest communique: "The Association continues to

grow and we only need a few more additions to double our membership of last July. J. L. Doering of Antwerp, Ohio, is leading the crowd in applications, having obtained 10 new members, so if any of you boys want to win that prize you had better get busy. At least get one new member before the annual meeting in June.

"The Interstate Commerce Commission is holding an investigation in Chicago of all grain rates. At the present time they are considering rates from territory west of the Mississippi river to all ports in the United States and from Lake Erie ports to eastern destination on ex-lake shipments. This will be followed by investigation of rates to southern territory. The Cincinnati Board of Trade and The Toledo Produce Exchange expect to have their traffic committees appear before the Commission at the proper time and endeavor to have equitable rates established. It may be advisable for the Ohio grain dealers to take this matter up with the State Utilities Commission as was done in the west, but I will advise you further if this procedure is found necessary.

"This office has received so few complaints from members about the action of their competitors that we take it for granted that everything is running along smoothly. We are trying to make the Association of greater value to all the members but we are not mind readers and ask that you let us know if you have any location troubles."

## WESTERN DEALERS' ACTIVITIES

A meeting was held recently at Columbus Junction, Iowa, for grain dealers in that vicinity. This was under the auspices of the Western Grain Dealers Association, which is now making plans for its annual meeting, to be held May 1 and 2, in Sioux City, Iowa. The district meeting in Columbus Junction was well attended and many subjects of importance were discussed. Secretary D. O. Milligan, of Des Moines, led the discussions. The following resolutions were adopted as a result of this interchange of views:

"Whereas, many county agents are ordering corn, seed, fertilizers and other commodities of common trade in direct competition to organized businesses in various towns of southeastern Iowa.

"Whereas, these same businesses are taxed to support the farm bureau and contribute liberally to its support.

Therefore, be it resolved: That we the representatives of independent and co-operative elevators vigorously protest against this interference in our legitimate enterprise; petition the state legislature that remedial legislation be passed forbidding any organization supported by public taxes from engaging in businesses in competition with private enterprise.

"Be it further resolved: That a copy of these resolutions be sent to members of the state legislature from this district; also to the United States Senator and congressmen from this district, and one to the president of the Iowa State College at Ames."

At the invitation of W. C. Boyle, manager of the Farmers Elevator Company at Morning Sun, Iowa, it was decided that the grain dealers would meet at that point during the first week of April. A banquet was served at the meeting by the Sunday school class of Mr. Weber and it was generally conceded that this was the finest meal that had been served at any of the meetings. Mr. Weber and Mr. Huston were congenial hosts and everyone went home feeling that another profitable meeting in the interests of better business conditions, had been held under the auspices of the Western Grain Dealers Association.

## INDIANA FARMER DEALERS MEET

At the Barnes Hotel, Logansport, Ind., the Farmers Grain Dealers Association of Indiana held its thirteenth annual convention, February 23 and 24. President Hill was in the chair and called upon Judge Arthur, who made the address of welcome, acting on behalf of the mayor, who was unable to attend. Matthew Maroney, vice-president of the association, responded. F. W. Mooney, Wabash, Ind., spoke on "The Progress of Indiana Farm Elevators Since 1926." John Brown, of Monon, was the concluding speaker of the morning session of the first day.

In the afternoon, Secretary E. G. McCollum of Indianapolis, gave his annual report. J. M. Mehl, grain exchange supervisor at Chicago, spoke on "Trade as It Affects the Country Elevator." He also explained future trading and the functions of the futures market.

C. L. Christensen, in charge of the Division of Co-operative Marketing, Washington, D. C., next addressed the grain dealers; and his concluding remarks were as follows:

It is not my purpose here to offer to grain producers a ready-made co-operative grain marketing plan. I do think, however, that we should recognize the need of centralization in the control and operation of country and terminal elevator facilities by producers' organizations and also the desirability, from the



standpoint of the producers, of the influence of co-operative organization in the distribution and selling of grain. In these two respects it seems to me that the problems of all co-operative grain marketing organizations, which they operate, as farmer elevators, as pooling associations, or as terminal commission agencies are much the same. The objectives of all these organizations is to serve the grain farmers. It is extremely desirable, from the standpoint of grain producers, that leaders seriously attempt to submerge personalities and personal viewpoints and adopt a policy of working together in furthering the development of co-operative marketing of grain.

A banquet was served the evening of the first day in the quarters of the Elks, and M. P. Hill acted as toastmaster. With adequate entertainment and a few able addresses, it was easy to see that the delegates enjoyed the occasion.

Walter Penrod called the managers' session to order on February 24, and the first subject undertaken was "Fertilizer as a Sideline." This was led by Lloyd R. Rumsyre. Various other subjects were under discussion, including "Grinding and Mixing versus Commercial Feeds," by Urley Fitzpatrick, manager of the Farmers Elevator of Knox, Ind.

The election resulted in the following officers and directors being named: President, M. P. Hill; vice-president, Matthew Maroney; directors—Sam Foster, Otterbein; William Hagen, Chalmers; J. R. Nelson, Wolcott; and B. G. Gunnerson, Francesville.

The resolutions adopted after being presented by the committee (Sam Foster, C. E. Barracks and Everett McVicker) were as follows:

Whereas, We firmly believe that direct shipments have not been a financial benefit to the farmer, therefore be it resolved that we favor an open and a competitive market on both live stock and grain.

Whereas, The present Federal regulations require labeling of any product containing corn sugar as an adulterative, while in fact the food value of corn sugar is equal to or greater than that of cane or beet sugar, therefore, be it resolved, That we urge removal of these requirements and have corn sugar put on a parity with cane or beet sugar in the manufacture of food products.

Whereas, It is an established fact that the water transportation will greatly reduce the cost of marketing farm products and thereby increase the returns to the producer; therefore, be it resolved, That this convention endorse the plans suggested for the inland waterways for ocean going boats with emphasis on those plans pertaining to the St. Lawrence deep waterway.

Whereas, The work done by the United States Department of Agriculture in the study and control of the European corn borer has shown progress and good results; therefore, be it resolved, that this body urge the continuance and enlargement of appropriations to make this work even more thorough.

## NEW ENGLAND DEALERS ABSORB VERMONT GROUP

A meeting was held at the Hotel Vermont on February 14, at which the Vermont Grain Dealers Association decided to merge with the New England Retail Grain Dealers Association. The Vermont organization had 116 members, and a balance of \$300 in the treasury after meeting current obligations. The Vermont dealers organized in October, 1924, and the New England Retail Grain Dealers Association was instituted December 7, 1927, at the Hotel Statler, Boston. Applications for membership and other official matters should be handled through the office of the secretary, Lynne P. Townsend, 816 E. Myrick Building, Springfield, Mass.

## MEETING OF OHIO FARMER DEALERS HELD

The thirteenth annual convention of the Farmers Grain Dealers Association of Ohio was held February 21 and 22 at the Waldorf Hotel, in Toledo, Ohio. After the address of welcome by President F. W. Mayer of the Toledo Produce Exchange, Oscar Slosser, Fostoria, responded. President N. F. Bennett, McComb, gave his annual address, and then C. W. McCollum spoke on the purchasing agencies in the several states.

The following officers were elected: N. G. Bennett, president; William C. Horn, first vice-president; L. C. Schmunck, second vice-president. Directors elected for three years included: Charles P. Krohn, Deshler; F. M. Randolph, New Lexington; Wiley Jackson, Holgate. J. H. Myers, Westerville, was elected for one year to fill a vacancy.

The following resolutions were adopted:

Resolved: That we extend to the Toledo Produce Exchange our appreciation of the welcome accorded us and to the management of the Waldorf Hotel for the splendid accommodations provided for our comfort while attending the convention.

Resolved: That we extend to the President N. G. Bennett and Secretary C. S. Latchaw compliments of the association for their efforts in promoting its interests.

Resolved: That should a clean-up against the corn borer be required by the Department of Agriculture then we demand that the money appropriated for this purpose be paid to the farmer who does the actual work.

Resolved: That an organized effort be made to stop the allowances of rate increases granted the public utility companies by the Utility Commission.

Resolved: That recommendations be made that the laws governing the Federal Land Bank be amended so as to allow young men starting into the farming industry, a larger borrowing capacity on his land at a lower rate of interest.

Resolved: That we commend the American Co-opera-

tive Auditing Association for its past efficient service to the co-operative elevators, and that we recommend it to the several elevators of this association.

Resolved: That we reaffirm our stand on increased national waterways.

## MINNESOTA FARMER DEALERS MEET

For three days, February 21, 22 and 23, the Farmers Elevator Association of Minnesota was in session at the West Hotel, in Minneapolis, Minn. President H. J. Farmer, of Pipestone, Minn., called the meeting to order, and the address of welcome was made by George E. Leach, mayor of the convention city. The president responded.

The president then named the following convention committees:

Resolutions: P. D. Gilbertson, Glenwood; L. J. Neisheim, Montevideo; Theodore Frederickson, Kerkhoven; S. S. Beach, Hutchinson; Theodore Edénstrom, Wolverton; August Smith, Litchfield. Credentials: N. B. Lienes, Willmar; Theodore Torgenson, Kenneth; Albert Immer, Jeffers.

By-Laws: Fred Seidenstricker, Wheaton; George Leimes, Pipestone; John Lentz, Mountain Lake. Auditing: C. A. Erickson, Hallock; K. A. Hanson, Tyler; A. O. Lunder, Slayton.

Secretary A. F. Nelson brought out some interesting facts in his annual report. He presented statistics showing that not only new elevators had been built but that much was spent in improvements and that there is a large increase in volume of merchandise handled from 1924 to 1927. The five leading items of merchandise are in the order of the number of elevators handling them were: Coal, 295; feed, 282; flour, 228; seeds, 192; twine, 190; and salt, 176. The complete table shows 25 different lines. He also outlined the steady growth of farmers' elevators in point of numbers showing the numbers increased each two years from 1915 to 1928 as follows: 296, 331, 390, 417, 413, and 441.

The hearing on eliminating grain line in cars, conference on inspection and grading of corn, 20 cent reduction in freight rates on coal, bulk head car rules, storage law conference, 24 hour limit on reinspection on corn, refund on interest and storage of grain by the United States Grain Corporation, refunds on switching charges on certain roads, conference on clean up cars, etc., together with four regular meetings of the Northwest Shippers Board.

Every year more companies are confronted with the renewal of their charters, and some of them find that nearly half of their stock holders have moved away. Take an invoice of your stockholders. Pick out the stock of members that have moved away or in any other way become inactive. Get your stockholders together for the purpose of putting your inactive stock in the hands of producers.

At the manager's session, N. H. Mongeau, manager of the Farmers Elevator Company, Elmore, Minn., said:

First of all the manager should be thoroughly sold on the idea that he is serving his community best because he is a servant of the co-operative marketing movement. The movement that aims to return to the producer the largest per cent on his dollar.

For about 35 years farmers' elevators have been establishing themselves throughout this great Northwest. Today they are recognized as one of the largest primary grain marketing agencies in this section. Their success has been largely due to the untiring efforts of the managers and the farsighted boards of directors. It should be the purpose of every manager to so conduct his business that he would attract new business to the farmers elevator.

In this state where diversification is taking place so rapidly, the farmers' elevators must adapt themselves to new conditions. Where we used to handle grain alone and show a nice profit now we must handle side lines. First on the list has always been coal.

The right margin of profit and the quality of the coal must be carefully figured out to show a reasonable profit at cut off time. In some sections we find our customers going into dairying, poultry and hog raising, which necessitates handling a varied line of feeds. Here is where we must be doubly careful lest some good salesman load you at the wrong time or with the wrong feed, often at a high price. Feed grinding is fast coming to the front and judging from the results at most stations where mills have been installed, we will all be millers as well as managers in a few years. Salt makes a nice sideline with very little waste and usually shows a small profit. Twine, seeds and feed are the standard sidelines for the average farmers elevator.

Managers must always try to serve the best interests of their community, but never to the detriment of his company to satisfy the hobby of a few individuals. The storage problem has been easy to handle since the new law went into effect last year.

Since experience is the best teacher we have, I would like to hear from every manager present regarding some experience that would be of benefit to the rest of us. We are here to learn from one another and the only way we can get your idea is for you to stand up and give it to us.

To get the results in a community the manager must have the good will of his customers. Let every manager do his utmost to help the farmers solve his problem and have for his main objective "a bigger net return to the producer."

The following officers were elected: H. J. Farmer, Pipestone; vice-president, Theodore Frederickson, Kerkhoven; treasurer, Adam Brinn, Stewartville; and directors—Albert Immer, Jeffers; Adam Brinn, Stewartville; S. S. Beach, Hutchinson.

Resolutions were passed in memory of John F. Gustafson, favoring the construction of inland waterways, supporting the Shipstead Bill, advocating charging storage on net bushels, favoring the McNary-Haugen Bill, continuing the Co-operative Marketing Division, opposing the metric system, favoring a tariff on agricultural products.

## TRANSPORTATION

### LAKE RATE BOOST OPPOSED

Grain men of Milwaukee, Wis., have begun a campaign this month to combat increases in Great Lakes grain shipping rates, and also the proposed shortening of the navigation period so that shipping would begin April 30 instead of April 15.

Load and hold rates have been increased from 2 and 2½ cents to 4 cents a bushel and rates from Milwaukee to Buffalo that were 1¼ cents have been raised to 2½ cents. The amount of grain held in vessels at Milwaukee this season is less than a quarter of that a year ago.

### U. P. TARIFFS HELD UP

By an order entered March 2, the Interstate Commerce Commission suspended from March 3, 1928, to October 3, 1928, the operation of certain Union Pacific tariffs. The suspended schedules propose to cancel joint through commodity rates on grain and grain products, carloads, from Kansas points to points in Arkansas, Kansas and Missouri, and to apply higher combination rates in the future.

### VESSELMEN DEFEND LATE OPENING

Answering protests from grain trade interests in Minneapolis, Duluth, and Milwaukee, a spokesman for the Great Lakes vessel operators defends April 30 as a date for the opening of navigation, as against April 15, as follows:

"Contracts for early lake shipments are accepted for clearance within 10 days after the official opening of navigation. If this occurred around April 19, it would be only a day or two before the first of May that vessels would clear. We wish to delay opening because early shipments have been costly and apparently served little purpose. Our object has not been to get higher rates through shortening the season."

Resolutions drawn by the northwestern grain interests were addressed to the Lake Carriers' Association, representing the steamship companies, and to the secretaries of agriculture and commerce at Washington. They seek the aid of the United States Government in preventing a revision of lake freight schedules and rates, which, they claim, would handicap their own operations and prove highly expensive to the farmers whose grain they market.

### HOCH-SMITH HEARING TO BE HELD SOON IN SEATTLE

Investigation of the entire grain rate situation in the Pacific Northwest to determine if farm relief can be afforded by a readjustment of tariffs, will be made at a hearing conducted in Seattle by the Interstate Commerce Commission. The commission is now conducting a similar investigation in Chicago.

The export rate hearing follows the completion of an investigation of domestic grain rates. Both were authorized by Congress. While Pacific as well as Atlantic and Gulf interests may present their cases at the Chicago hearing, the commission later will hold a meeting in Seattle for the western carriers, ports and shippers.

Seattle has been fighting for removal of the rail rate differential of 10 per cent in favor of Portland on all grain moving to seaboard from the wheat belt, south of the Snake River. Chicago, Buffalo and Boston have advised the commission that they will urge a reduction of export rates below those on domestic grain movement.

### BUFFALO EXPORT RIGHTS SET FORTH

By every consideration of fair play and argument of good sense, the right of Buffalo grain shippers to ready commercial access to seaboard ports, should loom large in the freight rate survey by the Interstate Commerce Commission, now in progress in Chicago.

The plea for reduction of rail charges on grain sent from here for export is inseparably associated with Buffalo's standing and prestige as a lake port, a national center of grain traffic, and as a shipping, receiving, distributing, warehousing and elevator city.

The grain activities of Buffalo should be facilitated in every way. Obviously facilitation of them has a major field of accomplishment in reducing the cost of sending grain for export to the Atlantic seaboard.

In order to be exported, grain forwarded east from Buffalo has to go to the Atlantic port cities. On the face of the facts, exportation enterprise is assisted by reasonableness and fairness in cost of transportation, while by the converse token, excessive cost of freight operates as a barrier.

It is well that Buffalo's rights in this matter are being vigorously asserted. They ought to prove as convincing to the Interstate Commerce Commission as they are to the community and the business mind.—*Buffalo Times*.



# FIELD SEEDS

## SEED CONGRESSES IN MAY

The Fifth International Seed Testing Congress will take place at the International Institute of Agriculture at Rome in May of this year. At the same time in Bologna, the Second International Seed Trade Congress will meet. The work of these two congresses will be brought to a conclusion by a joint meeting at Rome.

## SOUTHERN SEEDSMEN SET DATE

The Southern Seedsmen's Association has set the date for its tenth annual convention—June 21-23 at New Orleans, La. Louis Reuter is chairman of the New Orleans Entertainment Committee and plans will be made shortly to make the trip of southern seedsmen to that city an enjoyable one. An excellent program of business will be provided as well, and the officers and hosts both look for a good meeting.

## COLORADO SEED SHOW PROMISES WELL

The crop exhibits promised for the Colorado Pure Seed Show, to take place at Colorado Springs, November 14 to 18, are greater than had been hoped for. All display space in the large municipal auditorium will be utilized.

Grains and small seeds will be judged by H. R. Sumner, Kansas State Agricultural College, and Alvin Kezer will judge the corn.

## KANSAS SEED CORN TESTS LOW

Germination tests made at the seed laboratory of the Kansas State Agricultural College at Manhattan, Kan., have shown that much of the seed corn of that state is low in germination. Of the first 75 tests of 1927 corn coming from 30 counties of Kansas, the highest germination was 99 per cent while the lowest was 24.5 per cent. Thirty-two of these tests were above 95, in other words 42 per cent of the corn tested 95 or better. The average for the entire lot was 99.5 per cent.

Part of the blame is placed on the severe winter freezing which occurred before much of the corn was dry. This is thought to have seriously injured the germ of the seed.

## SEED COMPANY RESUMES BROADCASTING

Radio broadcasting was resumed on February 21 by the Kellogg Seed Company of Milwaukee, Wis., with the general subject of "Timely Farm Topics." The farm topics program begins the half-hour farm program of Station WTMJ, the *Milwaukee Journal* station at Milwaukee.

Such topics as the following will be discussed: Some Problems in Seed Improvement; What Seed Buyers Should Know; Profitable Hints for Buying Seeds; Marketing Farm Seeds; Inoculation of Legumes, How, When and Why, etc.

Many seed dealers will want to tune in on Station WTMJ at 12:30 p. m. on Tuesday, Wednesday, Thursday and Friday during the spring season.

## 1927 ALFALFA AND SWEET CLOVER SEED SHIPMENTS SMALLER THAN 1926

Shipments of 1927 crop seed were indicated to be 66 per cent greater for Red Clover; 4 per cent greater for Alsike and 10 per cent greater for Timothy, but 5 per cent smaller for Alfalfa and 24 per cent smaller for Sweet Clover than shipments of 1926 crop seed, according to country shippers reporting for both years to the United States Bureau of Agricultural Economics. Movement from shippers' hands was faster than last year for Alfalfa and Red Clover, about the same for Timothy, but slower for Alsike and Sweet Clover. Stocks held by shippers on January 9 were larger than last year for the Clovers but smaller for Alfalfa and Timothy. Prices paid to growers for these seeds averaged lower than last year.

Schedules were sent to approximately 7,500 country shippers, from whose returns the accompanying table of stocks, shipments, and prices was made. Figures covering shipments specifically for each of the 1926 and 1927 crops were requested, rather than total shipments made during those years; nevertheless, some shippers may have included a small proportion of the seed carried over by them or by growers in the 1927-crop shipments. This was, however, probably offset in part by the inclusion of some 1925 crop seed in the figures for the 1926 crop seed shipments. Duplication of figures has been practically eliminated in the table.

Reports from inquiries addressed to comparatively few seedsmen and to country dealers who indicated that they did not buy all their seeds from growers were used only for guidance. Many reports could not be used because they were incomplete.

It is not to be understood that the results of this survey indicate the relative production of each of the kinds of seed for the two years. The results do indicate rather accurately the relative size of shipments, prices paid to growers, and stocks held by those who reported for the two years.

## CANADA REGULATES ALFALFA SEED IMPORTATION

Under a regulation passed in January, the importation into Canada of seed of Alfalfa or any mixture of seed containing 10 per cent or more of the seed of Alfalfa is forbidden, unless at least 10 per cent of the seed in each container is colored red.

Exception is made of Alfalfa seed grown in any of the states bordering on Canada, or in the states of Utah, Wyoming or South Dakota, which may be imported when at least 1 per cent of the seed in each container is colored orange, if sealed in the container by officers of the state in which the seed originated, and if a certificate is attached to each container certifying that the seed is of the Grimm, Baltic or kindred variegated varieties of Alfalfa.

## BADGER SEED COMPANY EXPANDS

Milwaukee, Wis., is proud of its seed companies, for some of the most important and most progressive of seed dealers have established headquarters there within the last 75 years. There has been a



PLANT OF THE L. TWELES SEED CO., MILWAUKEE, WIS.

reason for this, as there is a reason for everything. The state experimental station at Madison was one of the first stations to emphasize the need for good seed. It preached this far and wide until the farmers of Wisconsin began to demand the very best. They would not accept "any old seed" but theirs must meet certain rigid requirements as to germination, freedom from weeds, etc. And because the farmers and the college encouraged seed dealers who would handle nothing but high test seed, many responsible firms made Wisconsin their headquarters.

One of the oldest and the best known of the group in the vicinity of Milwaukee, is the L. Teweles Seed Company, which was established in 1865 by Ludwig Teweles, one of the pioneer seedsmen of America. This year it celebrated its sixty-third anniversary by moving into a new addition 70x100 feet, seven stories high and basement.

The business of Ludwig Teweles in Milwaukee was originally in a small building at 134 W. Water Street. As the business prospered, larger quarters were necessary, until the company occupied quarters extending from 120 to 134 W. Water Street. When these quarters were outgrown a piece of property was bought at 113-119 Clybourn Street and this was occupied until 1916 when the company moved into its present 12-story plant. But this did not prove sufficient space for this seed company and it was obliged to build the additional warehouse which has just been completed. Altogether the company has 175,000 square feet of floor space. The old plant has all of the machinery,

such as conveyors, seed cleaners, automatic scales and the like, and the new addition is devoted entirely to storage purposes, and the only mechanical devices it contains are an elevator, a man hoist and conveyor chutes. Anticipating further expansion, at some date, the company has bought additional property so that another warehouse can be built when needed.

The L. Teweles Seed Company deals exclusively in grass and field seeds, also field corn under the trademark of "Badger", and is considered a specialist in its line.

The officers of the company are Hugo Teweles, president; Lawrence Teweles, vice-president; Max Teweles, secretary and treasurer.

## SEED VERIFICATIONS SERVICE GIVEN NATION-WIDE SCOPE

Farmers may now buy Alfalfa seed, Clover seed, and seed corn the origin of which has been verified by the United States Department of Agriculture. Sixty-one dealers in field seeds who handle approximately 90 per cent of the commercial seed supply of the United States have been enrolled in the service. These dealers are authorized by the department to issue verified-origin seed certificates for seeds covered by a United States inspection certificate.

The new service has been established by the department to protect buyers against misrepresentation as to the origin of any lot of seed. Each bag of seed the origin of which has been verified by the department will carry a verified-origin certificate tag. The certificate covers origin only; there is no Government guarantee as to germination, purity or variety. Department inspectors for this service have been stationed at Chicago, Minneapolis, Kansas City, Salt Lake City, San Francisco and Washington, D. C.

Should a buyer have any question as to the authenticity and identity of any lot of verified-origin seed he may submit the matter to the Department of Agriculture by sending a four-ounce sample and the tag to the Hay, Feed and Seed Division, Bureau of Agricultural Economics, United States Department of Agriculture, Washington, D. C., for examination and comparison with original sample and record.

## HOW SEED VERIFICATIONS ARE MADE

Each grower or shipper of seed under the United States Department of Agriculture's service submits to the dealer either a declaration of origin or an official state certificate of origin of each shipment. The shipper filling in a shipper's declaration states that the lots described therein have been obtained directly from growers with proper declaration or other sufficient evidence as to locality of production; that the facts stated are correct to the best of his knowledge and belief, and that the locality of production and identity of each lot are properly covered in his records, which will be made accessible for verification by a Federal seed inspector at any time upon request.

With declarations at hand covering the various lots of seed for which verification is desired the verified-origin dealer makes application to the nearest inspector for an inspection certificate, giving the kind of seed, name of shipper and shipping point, or declaration number covering the shipment, date of shipment, shipper's lot number or mark, the verified-origin dealer's receiving lot number, the quantity in pounds, place where the seed was grown, and kind of declaration covering the shipment. This certificate is in effect a transcript of the dealer's own record which may be examined at any time by a seed inspector. It entitles the verified-origin dealer to issue verified-origin seed certificates for all lots covered by it.

The verified-origin seed certificate is the recognized commercial document verifying the origin and identity of the seed which it covers. This certificate may be used in either of two forms; namely, as a tag certificate attached to a bag or other container, or as an invoice certificate mailed with shipping documents. The tag certificate gives, in addition to the name and address of the verified-origin seed dealer, the kind of seed, lot number, and where the seed was grown. It is attached to every bag in shipments made to purchasers who are not verified-origin seed dealers. The invoice form of verified-origin seed certificates will be used mainly in transactions between verified-origin dealers.

An emblem in the form of a shield with the words "Verified-Origin Seed" superimposed upon



the letters "U. S." has been adopted for use by verified-origin dealers in letterheads, tags, circulars, catalogs, and newspaper advertising.

The department's new service is conducted under authority of Congress to establish an inspection service for perishable farm products. The act provides, among other things, for fees that are reasonable and that cover as nearly as possible the cost of the service. Accordingly, for seed listed in an inspection certificate a fee of 3 to 5 cents per 100 pounds is charged. The fee for a particular lot is payable only once, regardless of how many hands the lot may pass through before reaching the ultimate consumer.

## HOOSIER SEED NEWS

By W. B. CARLETON

Both wholesale and retail seed dealers of Indiana cities and towns report their trade has been rather sluggish since the first of the year, but they are looking for improvement before the first of April. Alvin Sutherland, receiver for the Evansville Grain Company at Evansville, has asked the court to relieve him of the duties as receiver in view of the fact that a petition has been filed against the company in the Federal court, asking the concern be declared a bankrupt.

A report from Anderson, Ind., is to the effect that Madison County farmers have sown a great deal of Clover since the first of February and will sow a great deal more during the month of March. Farmers in that section explain that the Clover crop of 1926 was a failure and the crop of 1927 was rather small, so that it is necessary this year to give more attention to Clover for soil improvement, as well as providing feed for their cattle. Many of the farmers in Madison County have sown as much as one-half of their land in Clover, it is said.

J. W. Ridenour, county agricultural agent of Pike County, Ind., reports that tests have shown that a great deal of the seed corn in that county is not germinating and he fears a great shortage of seed corn in that section this season. William A. Douglass, county agricultural agent of Bartholomew County, Ind., is advising all farmers to test their seed corn and he thinks there will be a great shortage. Testing machines now are being used by the farmers in all parts of the state.

Elmer J. Graf, Louis C. Graf and Willis S. Graf, of the Ohio Valley Seed Company at Evansville, were in St. Louis recently attending a three-day convention of the Purina feed dealers. Elmer Graf delivered an address on "The Methods of Improving the Feed Dealer's Service on the Feeding Problems of the Consumers."

Much of the growing wheat crop in Indiana was either badly damaged or entirely destroyed by the below-zero weather that prevailed early in January, reports say. A great many of the fields look brown and seared and grain and seed men fear that these fields are entirely killed. Some fields appear to be only partly killed.

The Exchange Milling Company at Sturgis, Ky., large handlers of feed and seed has greatly increased its capacity during the past few months. The delivery service of the company also has been improved greatly.

Alfalfa growing has been highly successful in many parts of Indiana during the past few years and farmers have found it to be one of their best crops. The acreage in the state will be greatly increased this year, it is indicated from reports from over the state.

Lewis A. Stoy and Lawrence Heishman, who have been conducting the Farm Bureau Feed and Seed Station at Corydon, Ind., for the past three years, have taken over the business and in the future it will be operated as a private enterprise. Both men are well and favorably known in that part of the state.

Soy beans have become a popular crop in Indiana in recent years and a large acreage will be sown this year.

## SLOW START IN NEW YORK SEED MARKET

By C. K. TRAPTON

Latest reports received at this writing impart a much more hopeful appearance to the local seed situation than was noticeable during the greater part of the month under review. Even so, it is the general verdict that the new spring season is getting off to a slow start. Considering solely the conditions actually relating to the seed trade, it was argued that there seemed to be nothing in sight on which to base anything but hopeful expectations. Prices for many kinds of seeds are substantially below those current a year ago. The stagnation toward the end of February was said to be traceable in part to the usual tendency of many buyers to refrain from buying until after a new month had actually started in order to defer billing as long as possible. Hence it was predicted that business would become more active after the first of March. Thus far developments in this respect have been somewhat disappointing. The indications of a

change for the better have encouraged holders to maintain a firm attitude, it being the consensus that spring trade will be good from now on. Prices for a few varieties are on a lower basis than that current a month ago, but in the great majority of cases no quotable change is reported.

Red Clover, being generally counted on to act as the leader in opening up the new spring season, was doubtless the most disappointing item on the list. Buyers have been showing more interest, but new business has remained negligible, although seed bought on old orders has been moving out more freely. Hence it is not surprising that the domestic Clover shows the most serious price loss of the month, being quoted at 30@3½ cents, against 32 cents a month ago. On the other hand, imported Clover remained unchanged at 25 cents duty-paid, with some holders asking up to 27 cents. Arrivals from abroad showed some enlargement, the total being about 9,165 bags, against about 5,180 for the preceding period.

Alsike is also more favorably reported on at this writing after several weeks of inactivity. Previous buyers have been ordering their purchases shipped out and others have been showing more interest. While no important business has resulted, holders remain firm at last month's basis of 27 cents.

Timothy suffered a slight decline, being quoted at 4.9 cents, compared with 5 cents a month ago. Neither domestic nor foreign buyers were showing interest and the exports on old orders were only about 2,025 bags, against 4,510 bags for the preceding period.

Kentucky Bluegrass, Redtop and White Clover remained practically unchanged.

## SEEDS IN THE BADGER STATE

By C. O. SKINROOD

The seed trade of Milwaukee appears to have picked up the last few days, judging from the comment of some of the local dealers.

With the advent of March and spring just around the corner, the delayed buying seems to be manifesting itself and dealers are hopeful that the corner has been turned and that vigorous business will be experienced from now on. There is still comment that winter killing of Clover and Alfalfa in the Northwest, and especially in Wisconsin, has been enormous. The exact extent of the killing is still largely a matter of guesswork, the dealers admit, but they declare that it is certain that winter killing has been exceptionally large in many sections of the state.

The expected seed corn scarcity may not be as serious as indicated during the winter, according to some of the Milwaukee seed handlers, who report that Wisconsin grown seed corn is now selling as high as \$4.50 a bushel, while a year ago the seed corn market for Badger grown grades reached a top of about \$6 a bushel.

Buyers of seed corn seem to be showing a preference for the western seed corn—that grown in Nebraska and other adjoining states. The supply of seed corn from these sections is thoroughly ample, the seed men say, so that all demands can easily be filled. This western seed corn has been quoted all the way from \$2 to \$3 a bushel, and even up to \$3.50 in some cases.

Another genuine surprise in the seed trade of the month of March is the surprising amount of Red Clover seed which is available. There is some mystery as to just where all this Clover seed came from, as the general estimate was during the winter that the supply of Red Clover seed this spring was likely to be rather light.

The Timothy seed supply is fair. There will be plenty of seed to supply all demands, the seedsmen here declare. The buying of Timothy, however, has been of good proportions. Dealers believe that one reason why Timothy has been going so well is the relative cheapness of this seed as compared with other of the leading field seeds. Trade is about steady, with prices mostly unchanged in the last 30 days.

The Alsike situation seems to be much like that of Red Clover seed, the local seed handlers assert, there being larger supplies coming out of various quarters than had been expected. The demand for the last few days has picked up materially, it is said. However, this largely increased supply of Alsike seed in sight has served to weaken the market and the price is down from 1 to 2 cents per pound in the last 30 days, according to some of the local dealers.

The supply of Sweet Clover seed at Milwaukee has been fairly liberal, judging from what dealers say.

The Alfalfa market has also been in somewhat more liberal supply in the last 30 days, the seed dealers of Milwaukee report. It is too early, however, for much of any sales of Alfalfa seed, so that the probable demand for the coming season can scarcely be gauged as yet.

R. A. Moore, the famous seed expert at the Wisconsin College of Agriculture at Madison, has sent out a warning to farmers of the state not to invest

in freak barley which is being offered in some sections of the state at fancy prices.

Prof. Moore has sent out a suggestion to the farmers of Wisconsin not to take any chance on buying any other seed corn but that which has been raised in this state and which will therefore be thoroughly suited to the climate of this northern state. Mr. Moore said that the state is being flooded with western seed corn which sells at much lower prices than that asked for the Wisconsin seed.

## CROSSED SEED WARNING

Caution in the buying of crossed seed corn is suggested F. D. Richey, Federal agronomist and author of "Corn Breeding," the United States Department of Agriculture Bulletin No. 1489. The large yields that have been obtained experimentally from some crosses, advises Mr. Richey, are likely to create a demand for crossed seed before it can be supplied in any considerable quantity. This will make it possible to obtain a large price for the supplies that do exist.

There is naturally no objection to a reasonably high price for seed corn that will yield 10 to 15 bushels more than the best present varieties. One bushel of such seed will increase the income about \$30 to \$45, assuming that it will plant six acres and that corn is worth 50 cents a bushel. Unfortunately, there are likely to be some individuals that will offer to sell crossed seed at a large price when the seed is but little more productive than ordinary seed corn.

## NEW KANSAS SEED REGULATION

On February 20 a new regulation went into effect in Kansas under the Kansas seed law whereby the origin of seed which have not been tested will have to be given. This was necessitated by the shortage of the Kansas Alfalfa seed crop last year. In commenting on the new regulation, Secretary J. C. Mohler of the State Board of Agriculture said:

"This step was necessary to protect Kansas farmers against unknowingly planting southern seed, which is on sale in Kansas as untested to avoid declaration of its origin. Up to the present time untested seed could be legally sold in Kansas without stating on the label where it was grown. Some dealers have taken advantage of that to unload on Kansas buyers southern grown seed, which is not adapted to Kansas conditions as the crop will winter-kill."

## SUNFLOWER SEED AS FIRE HAZARD

A warning is contained in a report by the Mutual Fire Insurance Bureau on a Maryland fire concerning the hazard involved in handling sunflower seed. The company in question was handling sunflower seed and had filled their drier with about 200 bushels of sunflower seed, which had a moisture content of 22 per cent. A conveyor broke and it was necessary to leave the seed in the drier until the next morning when the fire was again started and the thermostatic controls were set at 180 degrees. When the man started the fans the fire broke out.

Sunflower seed is highly combustible. The seed is probably very much more easily set on fire than any of the grains commonly handled. The outside shuck is a thin chaff enclosing a kernel with very high oil content. Also, it is commonly believed that spontaneous combustion may occur in sunflower seed much more readily than in any other grain. In the instance cited, conditions were ripe for this wet sunflower seed, subjected to heat and confined as to air.

## THREE COMMANDMENTS FOR GOOD SEED

The Wisconsin College of Agriculture has added three commandments to the seed grower and dealer's list: Thou shalt select only good seed corn; thou shalt cure thy seed carefully; thou shalt use only tested seed, with the words select, cure and test predominating. These, say the college of agriculture, are the fundamentals of successful seed corn production.

The results of a survey made of seed corn used by 350 Wisconsin farmers are published in a circular issued by the college, now in its fourth printing, of which R. A. Moore and E. D. Holden, the widely known agronomists, are the authors.

After examining both the germination of the seed and the stand of the crop, they concluded that the yields on 139 of these farms could, without any additional labor or expense, have been increased 25 to 30 per cent if the seed had been properly cured and tested.

Artificial heat, they insist, is necessary to produce good seed corn in Wisconsin. Seed cured indoors with artificial heat gave an average germination test of 88.3 per cent, while that cured outdoors had a test of only 51 per cent. Wherever seed corn is cured, there should be free circulation

(Continued on Page 587)





## EASTERN

The 750,000-bushel Wheeler Elevator at Buffalo, N. Y., has been bought from the Transit Forwarding Company by George E. Pierce, president and manager of the Western Elevating Association, Inc.

William B. Prickett has bought the Great Eastern and Dakota Grain Elevators at Buffalo, N. Y., and two plots of adjoining ground. He represents the Bondholders Protective Association and was the sole bidder.

To handle grain, feeds, dairy equipment and supplies, the W. H. Morse & Sons Company, Inc., has been incorporated at Clinton, N. Y. Its capital stock is \$20,000. William H., Howard and William M. Morse and O. Gregory Burns are interested.

## THE DAKOTAS

The grain elevator, mill and power plant of the Stewart estate at Mott, N. D., have been sold to local interests there.

The Farmers Elevator Company of Bisbee, N. D., is planning on installing new electric motors in its elevator at Bisbee, N. D.

The grain elevator at Argonne, S. D., leased by Mr. Johnson of Oldham, was closed down at the expiration of the lease.

E. W. Furchner is manager of the Stickney Co-operative Union at Stickney, S. D., succeeding L. A. Monnell who resigned.

The Alpena, S. D., elevator which has for some time been owned by Neugarth & Busse, has been bought by Mason Smith, George Brigham and Allen Brigham.

A new elevator is to be built for the George P. Sexauer & Son Elevator Company at Agar, S. D., and the company plans to build one at Onida, S. D.

The two elevators at Wimbledon, N. D., have been closed down. The Frazer Elevator and the Osborne-McMillan Elevator are closed and no statements have been given out as to when they will reopen.

## INDIANA

W. N. Fisher has sold his elevator at Johnson, Ind., to Garrett & Antil.

The Farmers Elevator Company of South Whitley, Ind., has installed a new hammer mill and motor.

The Hobbs Grain Company of Hobbs, Ind., has installed new bearings on the line shaft of its elevator.

William Howes has resigned as manager of the North Elevator of the Logansport (Ind.) Elevator Company.

The capital stock of the Studebaker Grain & Seed Company of Bluffton, Ind., has been increased to \$100,000.

A new motor-driven truck dump has been installed by the Bush-Shelby Grain Company of Manilla, Ind.

Papers evidencing final dissolution have been filed by the Farmers Mill & Elevator Company of Osgood, Ind.

Fred McHenry has resigned as manager of the William Nading Elevator at Adams, Ind., where he has been for 17 years.

The Minsel Elevator Company has sold its elevator at Maples (Fort Wayne, p. o.), Ind., to Stiefel & Levy, who will remodel and rebuild.

The Hometown Grain Company of Hometown, Ind., recently started its new elevator there with Dan Steiner as manager. It is entirely modern in its equipment.

The Central Grain Company has been incorporated at Roann, Ind., capitalized at \$30,000. The company will operate a grain and flour mill at Roann and Urbana.

Lewis J. Brown has retired from the lumber and grain business at Cedar Grove, Ind., having turned over the business of L. J. Brown & Son to his two sons, Grover and Alfred. Mr. Brown started in the lumber and grain business in New Trenton in March, 1889, and stayed there until 1913 when the flood washed away nine of his buildings. He then moved to Cedar Grove where he has been located since. The new firm is composed of Grover C.

Brown, who has been a member of L. J. Brown & Son for a number of years, and Alfred C. Brown, who has been associated with the International Harvester Company at Cincinnati, Ohio, for four years.

Fay Longstreth has sold the elevator which was built at Deedsville, Ind., last year, replacing the one which burned, to Howard See of Macy, who also owns an elevator at Macy.

Improvements were recently made to Elevator B of the Cleveland Grain & Milling Company of Indianapolis. A Type No. 14 Style "D" Monitor Warehouse Separator was installed. It has capacity of 2,000 bushels an hour and will be motor driven.

Articles of incorporation have been filed by Pritchard & Rafert, Inc., of Anderson, Ind., capitalized at \$20,000. The firm bought the property of the Pendleton (Ind.) Elevator Company and the Pendleton Feed & Fuel Company. Glenwood and Hazel Pritchard and George O. and Ethel Rafert are interested.

## OHIO AND MICHIGAN

H. M. Crites expects to build a large elevator at Ashville, Ohio, in the near future.

J. L. Frantz is the new manager of the Farmers Elevator Company of Conover, Ohio.

The Farmers Co-operative Grain & Fuel Company of Delta, Ohio, has changed from steam to oil.

A new weightograph has been installed on the scales of the Ashville Grain Company of Ashville, Ohio.

Charles Durr has resigned as manager of the Conover Grain Company of New Hope (Campbellsport, p. o.), Ohio.

An interest in the elevator and grain business of Harvey & Stuart at Schoolcraft, Mich., has been bought by Walter J. Thomas of Constantine, Mich.

A. Tosch & Sons Elevator Company has taken over the Jeddo (Mich.) Elevator and will operate under its own name together with the one at Capac, Mich.

The Paris Township Farm Bureau has made plans for the purchase of the grain elevator at Marysville, Ohio, and will operate it on a co-operative basis.

Addison Lance is in charge as manager of the Rochester Elevator at Rochester, Ohio. He was for some time with the Farmers Equity, now the Plank Elevator.

The Farmers Co-operative Elevator at Waldo, Ohio, has been bought by Edward Bender and E. B. Klingler, who will operate it under the name of the Waldo Elevator.

The Walhonding Elevator Company has been incorporated at Walhonding, Ohio, capitalized at \$20,000. William Lapp, H. C. Miller and W. Spurgeon are interested.

Jean Lewis has traded in his elevator known as the Star Elevator at Eaton, Ohio, for a 200-acre farm near Whitewater, Ind., to Frank Hodgkin, who assumed control March 1.

The Herrman-McLean Company of Monroeville, Ohio, has remodeled its plant and added feed mixing machinery. The capacity is 25,000 bushels grain and 25 cars sacked feeds.

Capitalized at \$75,000, the Albion Elevator & Lumber Company has been incorporated at Albion, Mich. O. C. Walt, Andrew Anderson and O. W. Dunn are the incorporators of the new grain elevator company.

## IOWA

The Farmers Elevator at Walker, Iowa, has been bought by Frank Takes and Joe Gardner.

The buildings and lots of Carl Zerke at Plainfield, Iowa, have been bought by the Farmers Elevator Company.

Davis Bros. & Potter of Manson have bought the Farmers Elevator at Bagley, Iowa. They bought it at a sheriff's sale for \$8,000. Ben Erps will continue as manager.

An elevator has been bought at Orange City, Iowa, by the Farmers Mutual Co-operative Asso-

ciation from which it will conduct a grain and feed business. Its plant burned last fall.

Storage bins with total capacity of 5,000 bushels will be built at Low Moor, Iowa, for Harry Eaton.

Charles E. Russell is manager of the Farmers Elevator Company at Grinnell, Iowa, succeeding Bert N. Whitaker.

The Atlas Elevator at Alford, Iowa, has been bought by Sioux City interests. Carl Hayes has left the company.

Kenneth Gordon is now manager of the Farmers Elevator Company at North Liberty, Iowa, succeeding J. H. Armstrong.

O. J. Smith is now a partner in the S. G. W. Grain Company of Dysart, Iowa, having bought the interest of Tom Winter.

An oat huller of 125 bushels' capacity per hour has been bought by the Farmers Co-operative Association of Humboldt, Iowa.

The charter of the Clarion Farmers Co-operative Elevator Company of Clarion, Iowa, has been renewed for another 20 years.

Corrugated iron has been used to cover the elevator of the Dunbar Grain Company at Dunbar, Iowa. H. M. Weitzel is manager.

An office has been opened in Des Moines, Iowa, for the Emrich Grain Company of Cedar Rapids. E. H. Day will represent the company.

Business has been suspended by the Beaty Grain Company of Grand Junction, Iowa. An assignment has been made to O. G. Clause of that city.

The elevator of Fred Raient at Robertson, Iowa, has been bought by D. J. Peters of Wellsburg, Iowa. He also operates an elevator at Cleves, Iowa.

The Farmers Co-operative Association of Cumberland, Iowa, has bought the remains of the E. O. Kirchner Elevator and will erect an elevator on the site.

## WESTERN

The Custer Feed & Grain Company at Lynden, Wash., has been bought from K. Sundean by John Breen.

A half interest in the Bakersfield Grain Company of Bakersfield, Calif., has been bought by Ray Mizener.

A grain elevator is to be repaired at Portland, Ore., for the O. W. R. R. & N. Company at a cost of \$7,000.

The Kemble-Senn Elevators at Keeline, Wyo., and Lost Springs, Wyo., have been bought by D. A. Shoopman.

Asa Hayter has bought the E. C. Ribstein Grain Company of St. Maries, Idaho, and will operate as the Hayter Cash Feed Store.

A clipper fanning mill and a separator for cleaning and grading certified wheat have been installed for the Equity Supply Company of Kalispell, Mont.

Kyle Jones is now owner of the elevator of the Equity Co-operative Association at Bynum, Mont. It is leased at present to the Rocky Mountain Elevator Company.

The business of the Willamette Valley Grain Company at Portland, Ore., has been bought by George S. Reid. His offices are at the Board of Trade Building.

The West Seattle Grain Elevator of Strauss & Co., at Seattle, Wash., has been completed. The enlargement increases the storage space of the elevator so that now it totals 25,000 tons.

The plant at Rupert, Idaho, formerly operated as the Farmers Mill & Elevator Company, has been bought by the Woolford Mill & Elevator Company. Ross Woolford was manager for the former company.

An elevator, 90 feet high and weighing 160 tons was moved a distance of five blocks for the Odessa Union Warehouse Company of Odessa, Wash. It will cost about \$3,500 to remodel the elevator and make it ready for this year's crop.

S. A. McLean has sold his interest in the Willamette Valley Grain Company of Portland, Ore., and has gone to Europe. Mr. McLean is interested in the company which will operate the new terminal elevator at Longview, Wash., and his trip to Europe



is for the purpose of establishing connections for the new company.

A wholesale and retail business in grain, seed and custom grinding is to be conducted at Nampa, Idaho, by E. L. Vassar, for years in the coal, feed and produce business at Caldwell. The business is operated as the Vassar Produce Company.

## MINNESOTA AND WISCONSIN

O. C. Ratzlow has resigned as manager of the Dadmun Elevator at Eagle, Wis., and has moved to Roscoe, Ill.

The elevator and feed mill of Herman Grimme at Welcome, Minn., have been bought by Wm. Kopechka & Son.

A new dump scale has been installed for the Nerstrand Farmers Mercantile & Elevator Company of Nerstrand, Minn.

New boilers have been installed in the "K" house of the Cargill Elevator Company of Duluth, Minn. The elevator is down while the repairs are being made and all grain will be handled at the "M" plant.

The Milwaukee Chamber of Commerce has established the Bernhard Stern & Co. Elevator at Milwaukee, Wis., as a registered storage warehouse. The Donahue-Stratton Grain Company has leased the elevator.

## MISSOURI, KANSAS AND NEBRASKA

E. O. Stone has bought the Mapps Elevator at York, Neb., from George Lunney.

Lorenzo Simon has leased the Farmers Elevator at Turon, Kan., and is now in charge.

The business of the Farmers Grain & Supply Company at Ray, Kan., is to be sold by it.

A new elevator is being erected at Johnson, Kan., for the Collingwood Land & Grain Company.

The Farmers Elevator Company of Smithfield, Neb., is rebuilding his elevator which burned.

M. S. Hardesty has sold his grain and coal business at Weston, Mo., to W. M. Hall of Oregon.

A new wagon and truck dump has been installed for the Farmers Elevator Company of Potter, Kan.

New electric work has been installed in the elevator and feed mill of Henry Karlizer at Seneca, Kan.

W. M. Patterson succeeds John C. Kramer as manager of the Benton Grain Company of Liberal, Kan.

The Great Western Elevator Company is now located at 843 Board of Trade Building, Kansas City, Mo.

A modern 25,000-bushel elevator has been completed at Arlington, Neb. It is equipped with modern machinery.

The elevator formerly operated by the Salina Produce Company of Healy, Kan., has been bought by M. B. Sharp.

A branch office has been opened at Independence, Kan., by Strandberg, McCreevy & Co., stock, grain and cotton brokers.

The elevator of the Farmers Union Exchange at Tilden, Neb., has been sold and the company has gone out of business.

W. F. Moyer is succeeded as manager of the Farmers Elevator Company at Unionville, Mo., by Robert Burton of Berger.

Fred Fish has sold his interest in the East Elevator at Elwood, Neb., to S. E. Salisbury. R. N. Moncrief will retain his interest.

W. H. Spare of Reserve, Kan., has bought the Farmers Union Elevator there and will operate with J. M. Gilmore as manager.

James Harrison has bought the business of the Crowell Lumber & Grain Company at Herman, Neb., and took possession March 1.

Charles E. Cashion has been made manager of the Perry County Co-operative Warehouse & Elevator Association at Perryville, Mo.

The Farmers Union Co-operative Association whose elevator at Crab Orchard, Neb., burned, has decided not to rebuild but to dissolve.

J. M. Hawkins is now superintendent of the Brooklyn Street Elevator at St. Louis, recently bought by the Plant Flour Mills Company.

The Albion, Neb., elevator of the Nye-Jenks Grain Company has been sold to the Watson & Cherney Lumber Company of North Bend, Neb.

The Pittsburg Elevator Company of Pittsburg, Kan., has overhauled its elevator and is now manufacturing a new brand of poultry and dairy feeds.

Roland F. Ireland of Lincoln is obtaining the grain elevator on the Burlington Spur at Pawnee City, Neb., on a transfer with Judge W. S. Potts and Sam Small.

Plans for an additional storage of 200,000 bushels capacity, a wheat blending house and improved facilities for receiving wagon wheat, have been completed for the Blair Milling Company of Atchison, Kan. The storage will consist of eight

concrete grain storage tanks, nine interstice bins and four blending and tempering bins in the workhouse. This will give the milling company a total storage of 700,000 bushels bulk grain.

James Holland is now associated with the Blue Rapids Mill & Elevator Company of Blue Rapids, Kan. He will handle the export business and part of the domestic sales.

E. E. Smith is now manager of the Farmers Co-operative Elevator at Coldwater, Kan. He was for the past nine years manager of the Wilmore Co-operative Grain Company.

The elevator of the Salina Produce Company at Sharon Springs, Kan., formerly operated by V. B. Kannicka, has been bought by him. He will handle wheat, flour and millfeeds.

J. W. White has bought the stock of the Wilson Grain Company of Moline, Kan. Lewis Wilson is in charge. Plans are being made for a new elevator replacing the one which burned.

The 1,000,000-bushel elevator of the Missouri Pacific Railroad, Omaha, Neb., operated by the Nye & Jenks Grain Company, has been completed with the exception of the new drying plant.

The Farmers Union Co-operative Mercantile & Elevator Company of Eudora, Kan., has been dissolved and a new company known as the Farmers Elevator Company, has taken over its assets.

The Burlington Elevator, operated by the Marshall Hall Grain Company at St. Louis, Mo., which was damaged by fire, will be repaired immediately. The main elevator was not touched by the fire.

The Shellabarger Mill & Elevator Company of Salina, Kan., is considering the erection of a grain elevator of 1,100,000 bushels, with provision for new space later to the amount of 2,500,000 bushels. J. B. Smith is manager of the company.

C. E. Wyman and J. J. Smith are now partners and will conduct a grain business at Clifton, Kan. They have bought one elevator there and leased another and will operate as Wyman & Smith. Both were formerly in the grain business at Scandia.

The Crowell Elevator Company of Scribner, Neb., has been bought by the Scribner Grain & Lumber Company, buying the entire plant, consisting of grain, coal and lumber, business. The new firm is composed of L. M. Weaver and A. F. Diels who will operate the business.

## ILLINOIS

The wagon scales of the Farmers Grain Company at Paxton, Ill., have been rebuilt.

The Allendale Mill & Elevator Company of Allendale, Ill., has been bought by H. A. Fox.

Cleaning machinery is to be installed for the Farmers Elevator Company of Illiopolis, Ill.

Wm. Dixon succeeds George Crosbeck as manager of the Farmers Grain Company located at Covell, Ill.

The Shearen & Helgen Elevator has been bought from H. J. Smith by the Scarboro Grain Company of Scarboro, Ill.

E. W. Bailey & Co., grain commission merchants, have opened offices in the First Trust & Savings Bank at Morris, Ill.

The capital stock of the Central Mill & Elevator Company of Bloomington, Ill., has been decreased from \$75,000 to \$58,000.

The oats elevator of the Hartz Grain & Lumber Company at Castleton, Ill., has been remodeled and equipped with a conveyor.

Boston & McClellan have dissolved the partnership at Dwight, Ill. The elevator is operated by R. L. A. McClellan under his own name.

Howard M. Norris has resigned as general manager of the Chestnut Farmers Grain Company of Chestnut, Ill., and will be succeeded by Lee Waddell.

The elevator of the Irving Equity Company at Irving, Ill., has been bought by Cook & Gilbertson, who have begun active management of the mill there.

Scholer & Gring have installed an automatic car unloader in their elevator at Mansfield, Ill. They have a storage capacity of 35,000 bushels in their elevator.

Ekiss & Carlyle at Bethany, Ill., have dissolved the partnership. The property is now owned by Charles Ekiss and operated as the Ekiss Elevator Company.

A partnership has been formed by J. H. Wallace, J. M. Smith and Walter Donaldson at Windsor, Ill., and has bought the Farmers Hay & Grain Company at Stewardson, Ill.

The elevator at Kewanee, Ill., formerly operated by Asa White has been bought by R. G. Lamb. Mr. Lamb and son will now be operating two elevators there. They have had one on the Rock Island for some time.

A small leg for delivering seed from the cleaning machine in its local elevator at Douglas, Ill., has

been installed for the Valley Grain Company. F. E. Gorman is manager.

A 20,000-bushel ironclad elevator is to be built at Randolph, Ill., for the Randolph Co-operative Grain Company replacing the 12,000-bushel elevator.

## SOUTHERN AND SOUTHWESTERN

The Dorsey Grain Company of Weatherford, Okla., has installed a new electric motor.

The plant of the Oklahoma Terminal Elevator Company at Purcell, Okla., is being overhauled.

Business has been opened at Rome, Ga., by the Rogers-Horten Company, feed and grain dealers.

The new elevator of the Thornton & Bean Company of South Plains, Texas, has been completed.

An additional building is being built for the Goose Creek Grain Company of Goose Creek, Texas.

The St. Francis Grain & Coal Company of St. Francis (p. o. Panhandle), Texas, has completed a new elevator.

An elevator has been built at Allens, Okla., for R. B. and Fred Page of Tulsa and has been put into operation.

A grain elevator and feed mill will be built at Petersburg, Texas, by Albert R. Clubo of Floydada and O. H. Heard.

Two of the elevators of the Enid Milling Company of Lahoma, Okla., have been leased to the Oklahoma Wheat Growers.

The offices of the J. C. Crouch Grain Company of Dallas, Texas, have been moved to 907 American Exchange Bank Building.

The elevator of the Red Star Milling Company of Lambert, Okla., has been sold to the Robinson Grain Company of Enid, Okla.

Glen Watkins is now associated with W. B. Johnston at Enid, Okla. He was with the Hall-Baker Grain Company of Enid for four years.

H. G. Smith now holds the interest of the D. E. Cline in the Fletcher Grain Company of Fletcher, Okla. Some improvements have been made.

The charter of the Fort Worth Elevators & Warehousing Company of Fort Worth, Texas, has been amended extending the number of years to 50.

The elevator and business of the Hydro Seed & Grain Company at Hydro, Okla., have been bought by L. L. West, formerly secretary of the State Marketing Commission.

Capitalized at \$6,000, the Smith-Ingraham Grain Company has been incorporated at Fort Worth, Texas. Jule G. Smith, W. P. Ingraham and Jule B. Smith are interested.

The Farm Mule Company, Inc., has been incorporated to operate at Sandersville, Ga. The company will handle mules, horses, cattle, etc., together with grain, hay, cotton, etc.

The Dayton Hay & Grain Company, Inc., of Dayton, Tenn., has been formed, capitalized at \$15,000. E. M. Williamson, J. M. Billingsley, E. N. Keith, B. L. Morgan and C. L. Boyd are interested.

H. Traub's Sons, Inc., have been incorporated at Savannah, Ga., by Herbert S. Traub, Frank P. Traub, Elliot W. Parish and George Suhr to conduct a grain, hay, feedstuffs, products, etc., business.

The new 250,000-bushel elevator of the Ralston-Purina Company of St. Louis, Mo., at Nashville, Tenn., has been opened for business. The Jones-Hettelsater Construction Company did the work.

Mr. Archer's interest in the feed, grain and seed business of Archer-Prather Company at Donna, Texas, has been bought by O. A. Prather, who will operate as the Prather Feed & Seed Store.

Hall S. Crain, U. J. Biehne and D. C. Hogan have bought the Valley Grain & Elevator Company at San Juan, Texas, for \$30,000. Mr. Crain is president of the firm; Mr. Biehne, treasurer; and Mr. Hogan, secretary.

V. C. Yearwood, H. H. Yearwood, B. E. Arney, R. W. Gaunt and T. G. Cunningham have incorporated at Fayetteville, Tenn., as the Farmers Grain, Seed & Feed Manufacturing Company, Inc. The firm is capitalized at \$25,000.

The stock of A. E. Johnson and A. H. Johnson in the Vernon Grain & Fuel Company at Vernon, Texas, has been bought by W. P. Thomas, president of the company. A. E. Johnson is succeeded as secretary-treasurer by S. H. Henderson, Jr.

The new 500,000-bushel elevator built at Lubbock, Texas, has been bought by the Perry Burrus Elevators. This elevator, together with the one in Dallas, will be operated by the J. C. Crouch Grain Company of Dallas, Texas. The company will do a general grain and storage business. The Lubbock elevator is of reinforced concrete construction and was erected by the Jones-Hettelsater Construction Company.

On March 1, the Linton-Goldsmith Grain Company of Chickasha, Okla., changed its name to the Goldsmith Grain Company. Ned H. Goldsmith is now president and general manager. This firm



was known as the Linton Grain Company until January of this year when it was changed to the Linton-Goldsmith Grain Company with F. D. Linton as president; S. J. Goldsmith, vice-president and Ned H. Goldsmith, secretary-treasurer.

The name of the Fort Worth Elevators Company of Fort Worth, Texas, has been changed to the Fort Worth Elevators & Warehousing Company. The company will take over the public storage and handling business of the 5,000,000-bushel Rock Island and Katy Elevators. At the same time the Smith-Ingraham Grain Company will take over the Fort Worth Elevators Company's cash business. Julie G. Smith is president of the new company.

## CANADA

It is said that the Wheat Pool will rebuild its Holland, Man., elevator which burned.

A company known as the Collingwood Elevator Company is to be organized at Collingwood, Ont.,

to build a 2,000,000-bushel elevator there. It will cost between \$800,000 and \$900,000.

Probably a grain elevator will be built at New Westminster, B. C., for the United Grain Growers, Ltd.

The Alberta Pacific Grain Company will erect a new elevator at Edmonton, Alta., to be known as a hospital structure. It will cost between \$400,000 and \$500,000 and will be finished September 1.

The plans for a \$1,000,000 grain elevator to be built at Vancouver, B. C., for Randall, Gee & Mitchell will make the grain storage total 1,400,000 bushels. The unit of 500,000 bushels will be ready for the fall.

The Armstrong Mill & Elevator at Armstrong, B. C., has been bought by Charles Hoover and the firm will be known as the Hoover Bros. and will include the whole wheat business now carried on by M. E. Hoover.

# OBITUARY

**ALTENBRAND.**—Henry Altenbrand died aged 85 years at New York. He was a malt manufacturer and said to be the oldest member of the Produce Exchange.

**BARRETT.**—James Van S. Barrett died on February 12, from heart trouble at St. Louis, Mo. He was a member of the St. Louis Merchants Exchange.

**BECK.**—Elvie Beck died after a brief illness at Wyconda, Mo. He was owner of the elevator there.

**BLANCHARD.**—J. B. Blanchard died at Omaha, Neb. He was associated with the Mid-West Grain Company of the Omaha Grain Exchange.

**CASSADY.**—E. M. Cassady, Sr., died on February 1 at Whiting, Iowa. He was a grain dealer, farmer and banker of that city.

**CLARK.**—W. A. Clark, vice-president and manager of the Platte Valley Seed Company, Grand Island, Neb., died on January 21 from a ruptured tumor.

**CURRAN.**—P. D. Curran died aged 66 years at Mauston, Wis. He was interested in the grain business and with his brother conducted a grain elevator for 40 years or more.

**EDELEN.**—P. Gough Edelen died on February 13 aged 71 years. He was for years a member of the Baltimore Chamber of Commerce and was head of Edelen Bros., commission merchants.

**ELLIOT.**—Homer T. Elliot died aged 89 years at Minneapolis, Minn. He organized the Elliot-Foss Grain Commission Company in Chicago in 1879.

**ERICKSON.**—Gustaf A. Erickson died aged 67 years at Willmar, Minn. He had a feed store and implement business at one time.

**FEHR.**—Henry J. Fehr, vice-president of the Producers Grain Company of St. Louis, Mo., died on March 3, from pneumonia with heart complications.

**GASTRIGHT.**—Louis W. Gastright died after an illness from asthma. He was in the grain business at Covington, Ky., for years.

**GRIFFITH.**—Charles Griffith, formerly manager of the Lexington Elevator at Gering, Neb., died at Omaha recently.

**HAMBLEN.**—J. Hamblen died while traveling from California to his home in Azalia, Ind. He was grain dealer at the latter place.

**HANSON.**—E. P. Hanson of Chicago, Ill., died on February 11, aged 69 years. He was a member of the former firm of Beers & Hanson and a former member of the Board of Trade.

**HARPER.**—Philip W. Harper died aged 76 years. He was a commission merchant and member of the New York Produce Exchange. His widow, two daughters and a son survive him.

**HILL.**—William B. Hill died aged 69 years. He was a retired grain merchant at Oklahoma City. He entered the grain business shortly after 1889. He retired 10 years ago.

**HINDSON.**—J. J. Hindson died on February 17, at Helena, Mont., aged 77 years. Before his retirement he was a member of Steel-Hindson, grain and implement dealers.

**HOGAN.**—Martin J. Hogan, Sr., president of the M. J. Hogan Grain Company of Seneca, Ill., died recently. Five children survive him.

**HUGUELET.**—Edward Huguelet died from injuries received when he was struck by a car on February 25. He was grain sampler employed by the Illinois State Grain Inspection Department at Chicago.

**KNEBEL.**—Leopold Knebel died at St. Louis on February 22 aged 88 years. He was for a long time in the grain and lumber business and was a member of the St. Louis Merchants Exchange for 30 years.

**LONEY.**—Thomas P. Loney died at his home in Baltimore, Md., on February 26. He was one of the oldest grain brokers on the Baltimore Chamber of Commerce and also a member of the Chicago Board of Trade.

**MARSHALL.**—W. H. Marshall died at Kansas City, Mo., on March 2. He was head of the W. H. Marshall Commission Company. In 1892 he went to Joplin and the brokerage firm of Marshall & Antles was formed, which was succeeded later by Marshall & Michel, grain and flour dealers. While there he was secretary of the Southwest Missouri Millers Club, serving as such until 1914. On resigning in 1914 he formed the W. H. Marshall Commission Company at Kansas City.

**M'INTYRE.**—Peter A. McIntyre died aged 80 years. He was for years in the sweet feed business and an honorary member of the Memphis (Tenn.) Merchants Exchange.

**M'MILLAN.**—W. W. McMillan died aged 77 years at Miami, Fla. He was one of the oldest and best known members of the Winnipeg Grain Exchange. He had been in business since 1882 in Winnipeg. First he was associated with his brother, from 1884 to 1912, then he founded the Dominion Elevator at Winnipeg becoming vice-president of that concern. He was a charter member of the Winnipeg Grain Exchange and at one time president of the Northwestern Grain Dealers Association.

**MILLER.**—J. F. T. Miller, a merchant and grain dealer of New Richland, Ohio, died from dropsy. He had been in ill health for some time.

**MOON.**—Frederick J. Moon died on February 12 at Louisville, Ky., aged 38 years. He was senior member of the Moon-Bennett Grain Company of Nashville, Tenn. His widow survives him.

**NATHAN.**—Theodore Nathan died on February 12 aged 67 years at Kansas City, Mo. He was a former member of the Kansas City Board of Trade and later was an independent broker in grain privileges.

**ORR.**—B. F. Orr died on February 1 at Northfield, Minn. From 1908 to 1910 he operated a grain

elevator which was located at Faribault, Minn.

**PANZER.**—Ignatz Panzer died on March 1 at New York, N. Y. Mr. Panzer was vice-president of the North American Export Grain Association. He achieved renown as an arbiter of trading disputes in the grain business and was regarded as one of the most competent authorities in the technical questions involving trading in grain.

**POWELL.**—Charles B. Powell died on February 19 following an operation for appendicitis. He was for years a member of the Chicago Board of Trade.

**RANKIN.**—James A. Rankin died on February 15 at Pasadena, Calif., his winter home. Mr. Rankin was a stock and grain broker and a member of the Chicago Board of Trade. He was formerly a partner of Pringle, Fitch & Rankin.

**REED.**—John A. Reed died on February 19 from heart trouble. He was assistant secretary-treasurer of the Atlas Elevator Company of Minneapolis, Minn. He was a member of the Chamber of Commerce and had been associated with the Atlas company for more than 20 years.

**ROTH.**—John A. Roth died at Wichita, Kan. He was head of the Roth Grain Company there.

**RUSSELL.**—Frank Russell died at Westfield, N. Y., aged 68 years. He operated a feed business there for 25 years. His widow and daughter survive him.

**SCHOENFELD.**—Edward Schoenfeld, grain buyer, died from a fractured skull recently. He was buried at Beulah, N. D.

**SEWARD.**—Luke W. Seward was killed on February 26 when his automobile overturned. He was owner of the Seward Grain Company of Richmond, Mo.

**SHELDEN.**—William E. Shelden died on February 16, after swallowing poison. He was connected with the grain business for years in Michigan, first in 1889 with Waldron & Walker at Jackson, Minn. When that firm dissolved he became secretary of the Stockbridge Elevator Company and had charge of the grain department operating 20 elevators in Michigan. When the Michigan Grain Dealers Association organized, he was chairman of the Arbitration Commission. He was also a director of the Grain Dealers National Association. In 1910 he went into the grain business on his own account, and two years ago because of poor health went to Los Angeles, Calif., where he engaged in the mortgage brokerage business.

**SPARR.**—John F. Sparr died on February 26, at Brooklyn, N. Y. He was 86 years old and a member of the New York Produce Exchange until he retired from business several years ago.

**TAYLOR.**—T. Carroll Taylor died on February 22, at St. Louis, aged 78 years. He was one of the oldest members of the Merchants Exchange. In 1887 he founded T. C. Taylor & Co., and was president until 1890. After that he was associated for 14 years with the Seele Bros. Grain Company of St. Louis, Mo.

**TRACY.**—Harry W. Tracy of Burlingame, Calif., for years connected with C. C. Morse & Co., of San Francisco, Calif., died in January.

**WAITZMANN.**—Otto Waitzmann died on February 14 after an illness of several weeks. He was of the E. R. Bacon Grain Company of Chicago, Ill. He had been prominent in the cash grain business for years. For about 23 years he was with the Rosenbaum Bros., Inc., in charge of the domestic and export wheat department and since 1925 had been with the E. R. Bacon Grain Company.

**WALLACE.**—Robert N. Wallace, who was formerly operator of an elevator at Frankfort, Ind., died aged 77 years.

**WIXOM.**—Arthur A. Wixom died aged 67 years. He was the principal stockholder and president of the Snell Mill & Grain Company at Clay Center, Kan., until his retirement last spring.

# FIRES-CASUALTIES

**Irene, S. D.**—An explosion damaged the Riley-Arneson Elevator.

**Volin, S. D.**—Fire destroyed the Aetna Elevator, which contained 40,000 bushels grain.

**Springfield, Ill.**—Fire damaged the elevator of Wiedlocher & Sons. The loss was \$100,000.

**Green Bay, Wis.**—Fire damaged the elevator of the Cargill Grain Company with a loss of about \$5,000.

**Memphis, Tenn.**—The elevator of W. P. Dial burned with a loss of \$25,000. It was partly insured.

**Lowder, Ill.**—Fire destroyed the Turnbull Elevator on February 3. The elevator contained but a

small amount of grain and the loss is \$10,000. The origin of the fire has not been determined. It was operated by W. R. Turnbull.

**Atlanta, Ga.**—Fire destroyed the store of the Cash Feed & Grocery Company. T. B. Martin is owner of the property.

**Ade (Brook P. O.), Ind.**—The elevator of the Farmers Co-operative Company was totally destroyed by fire on February 21.

**Goodrich, N. D.**—Engine backfire is given as the cause of a total loss to the engine room of the Farmers Co-operative Association on February 15.

**Jamaica, L. I., N. Y.**—Fire destroyed one of the warehouses of the J. & T. Aikes Company, grain,



flour and feed dealers, on February 21. The loss amounted to from \$75,000 to \$90,000. The storage in the building was light at the time.

Council Bluffs, Iowa.—Fire damaged slightly the corn drier room of the Rock Island Elevator here operated by the Trans-Mississippi Grain Company.

Norwich, Conn.—The frame, ironclad, feed mill and elevator of the Cutler Company were totally destroyed by fire of undetermined origin on February 18.

Hope, Ind.—Fire threatened for a time the Stafford Grain Elevator following the explosion of the gasoline engine. The fire, however, was quickly extinguished.

Dover, Mont.—The elevator of the Rocky Mountain Elevator Company was burned with a \$6,000 loss. The elevator contained 30,000 bushels wheat at the time.

Springfield, Ill.—The main elevator of Wiedlocher & Sons burned on February 16 with a loss of \$100,000, partly covered by insurance. The feed mill was not touched.

Richville, Minn.—The elevator operated by the Kreuger Elevator Company was totally destroyed by fire. About 4,000 bushels of grain were burned with the elevator.

Superior, Wis.—A sampler's house of A. D. Thomson & Co., at the Great Northern Elevator, was

burned following an explosion. It was used to house testing apparatus.

Bruno, Minn.—Fire destroyed the feed store of A. Henriksen with a total loss to building and contents. John Wahlstrom was the local manager.

El Reno, Okla.—Fire destroyed the Farmers Elevator and contents with a loss of between \$30,000 and \$50,000. Rebuilding was started immediately.

St. Louis, Mo.—Fire damaged to the extent of \$100,000 the river house section of the Burlington Elevator operated by the Marshall Hall Grain Corporation. It will be rebuilt.

Lockport, N. Y.—Fire on February 25 damaged the property of the W. E. Shaeffer Seed Company. The damage to the property was about \$350,000. The loss to seed from \$5,000 to \$10,000.

Brady, Mont.—Frederick F. Lewis' elevator was slightly damaged by fire on February 8. The fire was caused by an overheated exhaust pipe extending through the roof of the engine house.

Smithfield, Neb.—Fire destroyed the elevator of the Smithfield Equity Exchange of which R. J. Junkin is manager. The company will build a new cribbed elevator of about 20,000 bushels' capacity.

McVie, N. D.—The Farmers Elevator here burned to the ground. Almost 5,000 bushels of grain were also burned. The elevator had a capacity of 50,000 bushels and was insured for more than \$7,500.

composed of Charles Pilmore and John W. Stretton. The business in the future will be operated as the Alder Bros.

A branch office on April 15 will be opened by J. P. Parks, broker in feedstuffs of Kansas City, Mo. It will be under the management of George S. Chesbro.

A store has been opened at Cleveland, Miss., by the Pace Seed & Supply Company to handle flour and feeds; N. H. Pace formerly operated as a broker under his own name.

A feed elevator with a capacity of 8,000 bushels is to be built at Afton, Okla., for J. M. Fuser. It will be equipped with cleaner for wheat and oats, corn sheller and feed crusher.

A branch has been established at Leland, Miss., by the W. J. Small Hay Company of Neodesha, Kan. In addition to hay, the company will handle flour and feed. B. T. C. Ware is manager.

T. J. Kelly, Inc., New Orleans, has changed the name to the Albert Mackie Company, Inc., the merged companies leasing a building there. The company will deal in millfeeds and groceries.

L. S. Rasmussen of Seattle has leased the warehouse and bunkers of the Godsey Feed & Fuel Company at Midlakes (Bellevue p. o.), Wash., and is open now under the name of the Midlakes Feed Company, Inc.

Lewis A. Stoy and Lawrence Heishman have taken over the Farm Bureau Feed & Seed Station at Corydon, Ind., which they have been conducting for the past three years and will operate it as a private enterprise.

The feed and seed business of D. O. Gifford at Burlington, Kan., has been sold to R. K. Crellin and G. H. Montgomery of Garnett. The business will be known as the Burlington Feed & Seed House after April 1.

Roy Morton has bought Mr. Ravenscroft's interest in the Ravenscroft-Ehmke, feed and seed dealers at Kingman, Kan. Mr. Morton will be active in the firm and the company will operate as the Ehmke-Morton Feed & Produce Company.

The purchasing department of the Universal Mills at Fort Worth, Texas, has been taken over by the Exchange Commission Company which has been organized for that purpose. W. O. Brackett is manager of the exchange company. The firm will engage in general merchandising business, handling grains and feeds.

## HAY, STRAW AND FEED

A. S. Walton has bought the interest of Hare, Brewer & Clark in the Horabin Feed & Fuel Company at Palo Alto, Calif.

The feed and fuel department of the firm of Benedict & Moorman at Huntington Park, Calif., is being sold out by them.

The Osborn Elevator Company of Osborn, Mo., has taken over the feed business of the Pickett Bros., at Stewartville, Mo.

A feed warehouse for handling the feed business of the Maquon Farmers Elevator Company of Maquon, Ill., is being considered.

The new feed house of the Farmers Elevator Company of Walcott, Iowa, has been reopened and Henry Beckman appointed manager.

A wholesale and retail grocery and feed business is to be conducted at Kingsland, Ga., by L. D. Nelson as the Nelson Provision Company.

A feed, grain and poultry supply business has been opened at Los Angeles, Calif., as the Culver City Feed & Fuel Company by Jacob Sheaffer.

R. W. Wilson has bought the properties of the Bonner-Price Grain & Coal Company, dairy feed, at Plainview, Texas, and will establish a larger plant.

A branch store has been opened at Van Nuys, Calif., by McVicker & Blair, as the McVicker Feed & Seed Store. H. L. Shellenberger will be in charge.

An annex to house a feed mill is being built for the Farmers Elevator Company of Madison, S. D. The cost of new addition and equipment will be \$7,000.

Considerable enlargement is being planned by the White Grain Company of Duluth, Minn., which has been manufacturing stock and poultry feeds

for two years or more. A 10,000-gallon molasses tank is being installed. Cod liver oil poultry feeds are also being made.

A half interest in the Roberts Feed & Produce Company, Brookville, Ind., has been bought by J. F. Van Dyke but the firm name has not been changed.

The feed business of Pilmore & Stretton at Rome, N. Y., has been bought by Frank N. and G. J. Alder. The firm of Pilmore & Stretton was

## FIELD SEEDS

(Continued from Page 583)

of air. This is as important as heat in removing the excess moisture from the corn. Otherwise the seed may mold and disease develop.

### NEW ARKANSAS SEED LABORATORY

New quarters are now occupied by the Arkansas Seed Laboratory in the new Agricultural Building at the University of Arkansas, Fayetteville, Ark. The new laboratory includes the laboratory proper, which has approximately 500 square feet of floor space; a room for the office and another room for storage, each containing about 100 square feet of floor space and each of these adjoining the laboratory.

Equipment in the laboratory is of the very best

and includes two large Minnesota germinating chambers, electrically heated; one vertical air blast blower with electric attachment for making purity analyses of farm seed; a chainomatic balance; a binocular microscope; reading and magnifying glasses; bell jars, forceps, samplers, mixers, sieve sets. John E. Casy is state seed analyst in charge of the laboratory.

### WEST VIRGINIA MAKES SEED TESTS

The results of a series of commercial tests made on seeds grown in West Virginia have been published recently in Bulletin 72 by the West Virginia Department of Agriculture, under the name of "Commercial Seeds and Report of Inspection Work, 1926-1927." Copies may be had from the depart-

# CHAPMAN'S Red Top

MEAT SCRAPS - - 50% PROTEIN

Digester Tankage - - 60% Protein—Great Specialty

SIDELINES FOR ELEVATORS

Special Odorless Bone Meal—Salt

RAW BONE MEAL — CALCIUM CARBONATE

Write or Wire

RIVERDALE PRODUCTS CO.

Offices: 105 West Adams Street, Chicago



60% Protein



ment at the state capital, Charleston, W. Va. Tests were made from 500 samples of agricultural seeds offered for sale and stored by retailers and wholesalers of the states, and the bulletin gives the descriptions of these tests. Tests were made as recommended by the Federal Seed Laboratory, Washington, D. C.

The names of the seed companies and of the dealers or wholesalers whose seeds were sampled are given, also the purity and germination claimed by the seed companies when their tests were made and the purity and germination found by the state seed laboratory when the state tests were made. The names of the noxious weeds and the number of seeds found per ounce are also shown.

### IMPORTS OF FORAGE PLANT SEEDS

The Seed Laboratory of the Bureau of Plant Industry reports the following imports of forage plant seeds permitted entry into the United States under the Federal Seed Act.

Kind of Seed—	February		July 1, 1927 to February 29, 1928		July 1, 1926 to February 28, 1927	
	1928	1927	Pounds	Pounds	Pounds	Pounds
Alfalfa .....	7,500	789,900	519,300	3,286,700	535,700	3,286,700
Canada bluegrass. ....	129,500	164,500	702,900	535,700	535,700	535,700
Alsike clover.....	*874,000	844,200	4,430,800	2,054,500	2,385,000	2,385,000
Crimson clover.....			1,301,300	2,385,000	2,385,000	2,385,000
Red clover .....	*1,430,000*	2,173,900	2,034,600	7,548,000	7,548,000	7,548,000
White clover.....	*235,700	75,600	872,800	788,000	788,000	788,000
Clover mixtures.....			5,700	13,100	13,100	13,100
Meadow fescue .....			200	12,900	12,900	12,900
Foxtail millet.....			30,300	132,700	132,700	132,700
Orchard grass.....			124,000	260,300	260,300	260,300
Rape .....	\$778,400	117,500	5,140,400	5,200,300	5,200,300	5,200,300
English ryegrass....	*171,000	59,800	853,700	951,500	951,500	951,500
Italian ryegrass....	14,000	55,400	424,600	787,300	787,300	787,300
Timothy .....			21,500			
Hairy vetch .....	*202,000	24,500	1,936,200	1,372,600	1,372,600	1,372,600
Spring vetch .....	16,800	128,200	472,000	543,500	543,500	543,500
Hungarian vetch....		65,600		65,600	65,600	65,600

The Seed Laboratory of the Bureau of Plant Industry reports the following imports of forage plant seeds not subject to the Federal Seed Act.

Kind of Seed—	February		July 1, 1927 to February 29, 1928		July 1, 1926 to February 28, 1927	
	1928	1927	Pounds	Pounds	Pounds	Pounds
Bentgrass .....	17,300	40,200	383,700	414,200	414,200	414,200
Biennial white-flowered sweet clover	551,500	687,400	1,542,000	2,850,500	2,850,500	2,850,500
Biennial Yellow-flowered clover.	7,500	27,300	54,000	132,700	132,700	132,700
Canary grass .....				1,100	1,100	1,100
Carpet grass .....			13,400			
Crested dog's-tail.	1,400	3,000	54,500	9,400	9,400	9,400
Chewings fescue....	28,300	17,800	839,500	675,000	675,000	675,000
Other fescues.....	49,100	18,100	342,500	283,600	283,600	283,600
Meadow foxtail....	100		100			
Yellow oat grass....	100		100			
Ann. meadow grass			500			
Lawn grass mixt.				1,000	1,000	1,000
Redtop .....				2,200	2,200	2,200
Rhodes grass.....	12,200		27,400			
Rough-stalked meadow grass	48,300	14,900	177,000	99,000	99,000	99,000
Sainfoin .....	600		600			
Serradella .....	300		3,600			
Sweet vernal grass	200		300	500	500	500
Annual sweet vernal grass				2,200	2,200	2,200
Tall oat grass....	200	100	22,300	600	600	600
Tall paspalum .....	3,000		7,400			
Velvet grass .....			11,200	9,800	9,800	9,800
Wood m'dow gr'ss	6,600	5,300	28,000	16,100	16,100	16,100
Yarrow .....		200	600	300	300	300

\*All from Canada.  
†773,500 pounds from Poland, 217,700 pounds from Ukraine, 217,700 pounds from France, 110,100 pounds from Germany (of which 66,100 pounds originated in Poland and 44,000 pounds in Hungary), 111,100 pounds from Holland.  
‡182,000 pounds from Poland, 36,200 pounds from Germany, 17,500 pounds from England.  
§748,300 pounds from Holland, 30,100 pounds from China, 101,600 pounds from New Zealand, 54,200 pounds from Ireland, 15,200 pounds from Scotland.  
||32,000 pounds from Latvia, 59,200 pounds from Germany, 10,800 pounds from Hungary.  
\*\*113,700 pounds of red clover seed to be permitted entry not included.

Henry Rowe has opened a seed store at South Bend, Ind.

The J. A. Clifton Seed Company of Russellville, Ark., has added a shipping room annex.

To deal in field and garden seeds, the Sheap's Seed Store was formed at Lansing, Mich., with \$10,000 capital.

The interests of S. P. Gibson and Ira W. King in the Gibson Seed Company at Nashville, Tenn., have been bought by W. J. Robertson and C. A. Gentry. They will continue under the same name. Mr.

(Continued on Page 589)

## Miscellaneous Notices

### FLOUR MILLS — FEED MILLS

Turn mill failures into successes. Turn unprofitable flour mills into successful feed mills. Get my inspection for success. I flow, plan, inspect, appraise, test, remodel and build flour and feed mills. Finest references. Prices reasonable. Consult me now. Get my books from the AMERICAN GRAIN TRADE, C. E. OLIVER, E. M. & M. E., Warsaw, Ind.

### HAY WANTED

Get full market value for your hay and straw. Ship to JOHN DEVLIN HAY CO., INC., 192 N. Clark St., Chicago, Ill. ALFALFA HAY for sale. Write for delivered prices.

### WANTED

Position as manager of large or small elevator. Thirty years' experience in both inland and sea-board elevators. Familiar with office duties as well as the running of elevator machinery. Best of reference; bond if necessary. B. J. TOBIN, Burlington, Iowa.

### WANTED

Millwright and machinist wants work. First-class, all-around man; understands both wood and iron construction, pipe fitting and electrical work. Not afraid of hard work. Will go anywhere and give first-class reference. WM. T. BIRD, P. O. Box 233, Spotswood, N. J.

### FEED SUPPLIES

When in the market for feeds, get in touch with the BEARDSLEY BROKERAGE COMPANY, 327 S. LaSalle St., Chicago, Ill. We handle all kinds of mill feeds, linseed meal, cotton seed meal, oat products, corn products, Alfalfa meal, dried buttermilk, etc. Write or wire. Robinson code.

## For Sale

### ELEVATORS AND MILLS

#### FOR SALE IN SOUTHERN MINNESOTA

Newly equipped feed manufacturing mill and feed business, located in center of the butter capital of the world. Business increasing very rapidly. Twelve registered products on the market; very good trade name; all goes with mill. Good reasons for selling. Write for full information. SOUTHERN MINNESOTA, Box 3, care AMERICAN ELEVATOR AND GRAIN TRADE, 431 S. Dearborn St., Chicago, Ill.

#### FOR SALE IN KENTUCKY

Large modern feed plant, five-story and basement, brick and concrete mill building and 125,000-bushel concrete elevator adjoining, also other warehouses. Complete plant; splendid location; advantageous transit and reshipping privileges. Best of reasons for selling. BLUE GRASS-ELMENDORF GRAIN CORP., Lexington, Ky.

#### FOR SALE IN MICHIGAN

A 15,000-bu. grain elevator, attrition feed mill, bean business, lumber yard, coal yard, good feed and flour exchange business, wire fence and posts, all kinds of building material. Electric power (cheap rate of 1½ to 3c per KWH); 12 motors in elevator, one on coal unloading machine. Situated in the heart of Michigan's good farming country on pavement M. 16, twenty miles east of Lansing. Want to retire after 35 years at the business. CHARLES COOL, Webberville, Mich.

#### ELEVATORS FOR SALE

Having decided to retire from the grain and stock business on account of other business interests requiring all of my time, I have decided to sell my elevators at Concordia and Aullville, Mo. Almost 50 years' established business and money makers. Located in best agriculture, dairy and poultry community in the state. Come and look the places over for you must see them to appreciate them. Not selling on account of financial difficulties, but too much work to look after all my interests. GEO. A. KLINGENBERG, Concordia, Mo.

### PRICED TO SELL AT ALPHA, MINN.

All elevator properties consisting of two elevators, coal sheds, salt house, flour house, corn crib and offices together with office equipment used in connection. FARMERS' CO-OPERATIVE SOCIETY, Alpha, Minn.

## MACHINERY

### WANTED

18-20 or 22" ball bearing belt driven attrition mill C, Box 3, care AMERICAN ELEVATOR AND GRAIN TRADE, 431 S. Dearborn St., Chicago, Ill.

### FOR SALE

Pulleys, 1,000; all sizes, solid cast iron, wood and steel split. Elevator belts and buckets and supplies. STANDARD MILL SUPPLY COMPANY, 501 Waldheim Building, Kansas City, Mo.

### WANTED

One 50 or 60-barrel "Midget" Marvel Flour Mill, complete, latest type; one Vita Cereal Mill. State lowest cash price and year installed in first letter. P. O. BOX 123, Lebanon Junction, Ky.

### FOR SALE

One 14" American Special.  
One 18" Dreadnaught.  
One 18" and one 24" ball bearing belt driven attrition mills.

A., Box 3, care AMERICAN ELEVATOR AND GRAIN TRADE, 431 S. Dearborn St., Chicago, Ill.

### FOR SALE

Full line of ear corn crushers, 30, 60 and 100 bushels' capacity, \$25 and up. Shellers, 100 and 200 bushels' capacity. Feed screens. Combined crusher and grinders, 30 and 50 bushels' capacity, \$23 and up. Bag holders and spout bag-clamps. L. F. PERRIN, Distributor, Box 375, Port Huron, Mich.

### FOR SALE

One 20" ball bearing direct connected to two 15 h. p. motors, complete with starting compensator. One No. 4 Jay Bee Belt Driven Hammer Mill, complete with dust collector. One 10x14" Brownell Automatic Steam Engine, like new.

One 20, one 30, one 40, one 60, one 90 h. p. oil engines, all late make.

One 225 h. p. four-cylinder Anderson direct connected General Electric Generator, fine condition.

Any of the above machinery will be sold to responsible parties with payment down, balance in monthly payments. B, Box 3, care AMERICAN ELEVATOR AND GRAIN TRADE, 431 S. Dearborn St., Chicago, Ill.

## Grain and Seeds

### FOR SALE

White Blossom and Grundy County Sweet Clover. Bag lots or carloads. Various grades. Prices very attractive. FARGO SEED HOUSE, Fargo, N. D.

## Land Opportunities

### FOR SALE

Forty-acre dairy and chicken farm, near school, on U. S. 51, Lincoln Co.; house, barn, machine shed, etc. Twenty-five acres in crop. No trade. H. LUTZKE, JR., Route 1, Irma, Wis.



Robertson has been a member of the company for a number of years.

The retail store of the Portland Seed Company of Portland, Ore., has been discontinued and 12 retail agencies have been established.

Benjamin H. Fish has retired as president of the Henry Fish Seed Company of Santa Barbara, Calif. He is succeeded by Henry Proctor, Jr.

The Robert Hackney Company has been formed at Durham, N. C., to handle seeds. Its capital stock is \$20,000. B. C. Woodall is interested in the company.

The Temple Seed & Floral Company has been incorporated at Temple, Texas, capitalized at \$21,000. R. C. Albert, E. A. Buehrin and others are interested.

Plans are being made by W. H. Jacques, St. Croix County, Wisconsin, for the erection of 20 100-bushel

bins for drying seed corn, using the principles worked out by A. H. Wright of the University of Wisconsin College of Agriculture.

The Collins Seed Company has been incorporated at Winchester, Tenn., capitalized at \$10,000. The  
(Concluded on Page 590)

## When "SEEDY"

Try

**C. A. King & Co.**  
GRAIN AND SEED DEALERS

Toledo, Ohio

Like Billy Sunday, we deal in both cash and futures, Toledo and Chicago  
Born 1846 Read Our Boy Solomon

**Stevens Engineering & Construction Co., Inc.**  
Designers and Builders  
GRAIN ELEVATORS  
Flour and Feed Mills Warehouses  
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## COLORADO ALFALFA MEAL

All Grades and Grinds.  
We specialize on Fine Ground for Poultry Mash.

**Lamar Alfalfa Milling Co.**  
Lamar, Colorado

## BUY SEED CORN

GROWN IN  
EASTERN NEBRASKA

Our Seed Corn crops are grown from choice seed, carefully selected by experienced seed corn men who have been in our employ for many years.

Extra Selected Seed Corn Rescreened

For ensilage, green or dry fodder purposes and for Farmers' Trade who do not want to pay for the best grade of Seed Corn, we offer our "Commercial Grade" thoroughly rescreened, removing the smaller "Tip" and larger "But" grains and otherwise the same as our selected grade, BUT NOT HAND PICKED.

For Seedsmen whose trade desire a better grade of Seed Corn, we recommend our Selected Handpicked Corn for which we make an extra charge of 30c per bushel.

Write or wire for special prices on kinds and quantities desired for spot shipment, also contract prices.

## WESTERN SEED & IRRIGATION CO.

SEED SWEET & FIELD CORN  
VINE SEEDS

Headquarters:  
Fremont, Nebr.

Growing Station:  
Rocky Ford, Colo.

## BRAND Quality Seeds Will Increase Your Profits

"M" BRAND Quality Seeds are all supervised and standardized by modern laboratory methods and thoroughly re-cleaned in our own plant—selected for purity, germination and of known origin. They are adapted to your conditions, tested and tagged to comply with your state seed laws.

**MANGELSDORF**  
MERIT  
FIELD SEED

Alfalfa	Timothy
Clovers	Grasses
Cowpeas	Soybeans
Seed Corn	Sunflower

Other Field and Grass Seeds

The advantageous location of our large and modern equipped plant with exceptional facilities for both shipping and receiving, enables us to quote best prices.

Whether Buying or Selling

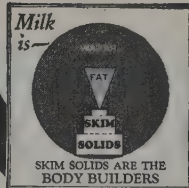
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Wholesale Field and Grass  
Seeds

ST. LOUIS, MISSOURI

## DRY SKIM MILK in Baby Chick Feeds Gives the Best Form of PROTEIN MINERALS LACTOSE



An average analysis shows

38% Protein—builds muscle and meat

8% minerals—builds strong bones

50% Lactose—energy and health giving food

Write for samples and information

**AMERICAN DRY MILK INSTITUTE, Inc.**

160 J North La Salle St., Chicago, Ill.

## Kewanee RENEWABLE BOTTOM Grain Spout



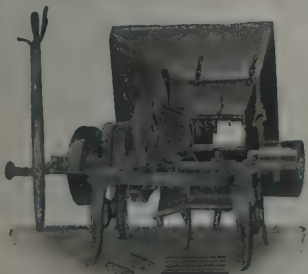
When a bottom wears out slip in a new one. The bottoms cost very little—8" size, and smaller only 37 1/2c each.

Save the Cost of whole new spouts  
ORDER ONE ON TRIAL. Give us the outside diameter, or outside rectangular measurement of your down spout, and length of spout wanted. We'll ship a Kewanee. Use it a month or 6 months. If not satisfactory return it and we'll refund your money.

*Kewanee Implement Company*  
1172 Commercial St. Kewanee, Ills.

## SEEDS BETTER SEEDS; BETTER CROPS PRUNTY SEED & GRAIN CO. 9 South Main St. SAINT LOUIS

For Custom Grinding, Making Prepared Feeds and in the Process with Other Machinery



## BOWSHER FEED MILLS

always give a good account of themselves. They mean larger profits, ease of operation and satisfied customers.

Cone-shape Burrs, Large Hoppers, Rugged Construction and Ability to Mix Grains at Same Time They are Being Ground are Special Features. 12 sizes, 2 to 35 H.P. Sold with or without elevators.

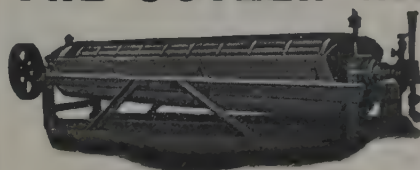
Write for Catalog.

Mill can be opened like this in less than three minutes by withdrawing four pins.

**THE N. P. BOWSHER CO., South Bend, Ind.**

SEE THAT YOUR CONTRACT CALLS FOR

## THE CUTLER MEAL DRYER



SOLD BY ALL  
MILL  
FURNISHERS

Not An  
Experiment

All Metal Steam Dryer  
IN SUCCESSFUL USE 40 YEARS DRYING  
CORN MEAL, HOMINY, BREWERS' GRITS AND MEAL, AND ALL CEREAL  
PRODUCTS. ALSO SAND, COAL DUST, GRAPHITE, CLAY, ORES, ETC.  
Automatic in operation, requiring no attention

**THE CUTLER CO., North Wilbraham, Mass.**

CATALOG ON REQUEST



incorporators are J. N. Templeton, J. T. Huffman, J. B. Templeton, Howard Powell and A. G. Snook.

A branch distributing house has been opened at Marshalltown, Iowa, by the Teweles Seed Company of Milwaukee, Wis. G. F. Kersey will have charge.

John C. Himmer, of 151 Montebello Terrace, Baltimore, Md., is named as the incorporator of the Purity Seed Company of Baltimore. The firm is capitalized at \$20,000.

## FARMERS CONTROL AIR CONDITIONS TO DRY CORN

Industrial science has solved the problem of artificially drying seed corn by means of powerful little ventilating fans. These methods of corn drying have been so simplified that farmers who are large raisers of corn may install their own systems at very reasonable cost, according to engineers in the air conditioning industry.

Unit heaters are successfully used for drying seed and field corn. Warm air is blown through the corn, drying it. The corn also may be carried through a tunnel and the air blown through it or over it, or the corn may be loaded in a bin with a slatted floor and the air blown up through it. When unit heaters are not used the drying may be ac-

complished by the use of a fan only which discharges air under the grain through distributing pipes on the floor of the crib. Fans of this type also are used for drying plant bulbs simply by blowing air through them.

The application of fans and unit heaters to corn drying is simply another example of how the modern farmer is using controlled air to speed up production and protect his stock. The experts point out that modern barns, poultry houses and stables are mechanically ventilated to give the animals plenty of fresh air which makes them rugged and vigorous.

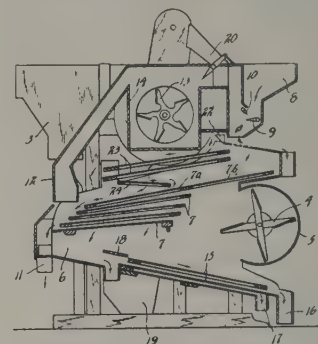
## GRAIN TRADE PATENTS

Bearing Date of February 7, 1928

Grain cleaner.—Peter S. Larson, Minneapolis, Minn., assignor of one-half to Anthony B. Sparboe, Minneapolis, Minn. Filed November 20, 1925. No. 1,658,604. See cut.

Claim: In a grain separator a main gang of inclined sieves, means for delivering uncleaned grain on the upper sieve of said gang, a repeat elevator adapted to receive a considerable portion of the material passing through said main gang, distributing means below the upper end of said elevator adapted to deliver the repeat

grain in a thin sheet, an inclined auxiliary screen disposed between said distributing means and the upper sieve of said main gang adapted to remove a large amount of the undesirable material from the run, and permit the heavier desirable material to pass there-through and a deck or chute disposed between said



auxiliary screen and the upper sieve of said gang adapted to collect said heavier material and distribute the same in a substantially even sheet at the forward end of the upper sieve of said main gang, whereby the same will assist in throwing off the lighter material from the regular run.

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OF  
COMMERCE

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Established Eighteen Ninety-Five  
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GREAT FALLS

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W. T. FRASER, Vice Pres. & Mgr.

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CHOICE MILLING WHEAT & RYE

Twenty-five years' experience in selecting and forwarding choice wheat and rye for mills. Largest rye handlers in the West. Also shippers of oats, barley and screenings.

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RYE

Write for Samples and Quotations

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A long established house, energetic, enterprising and alert for your interests.

Let us handle your consignments

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GRAIN, HAY and GRASS SEEDS

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Fifty-four Years of Service in the Grain Trade

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Members of all principal Exchanges.  
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DOG REMEDIES  
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**CORN  
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**GRAIN  
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Send your consignments to  
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**N. Y.**

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Consignments. Solicited. Returns made  
within 24 hours after Grain is weighed.

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Consignments a Specialty  
**BUFFALO NEW YORK**

**McConnell Grain Corporation**

*Strictly Commission and Brokerage*

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**Lewis Grain Corp.**

*A good firm to consign to*

Corn—Oats—Soft Wheat—Barley

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EVERY SHIPPER Should Receive  
**Southworth's daily bids—**  
**WHEAT, CORN, OATS, RYE**  
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We make track bids and quote delivered prices.  
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*Mighty Good Consignment Service*

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Price .....\$1.00  
ROBINSON'S TELEGRAPHIC CIPHER, re-  
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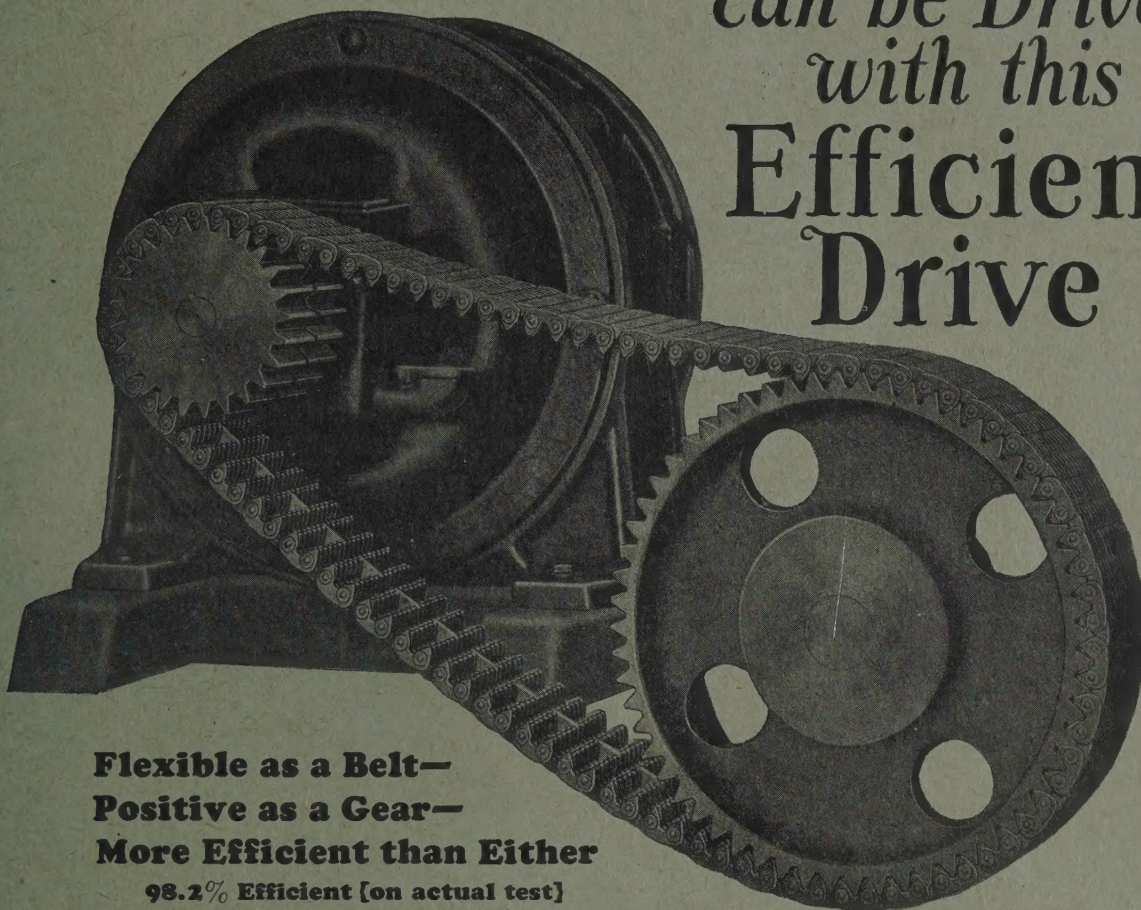
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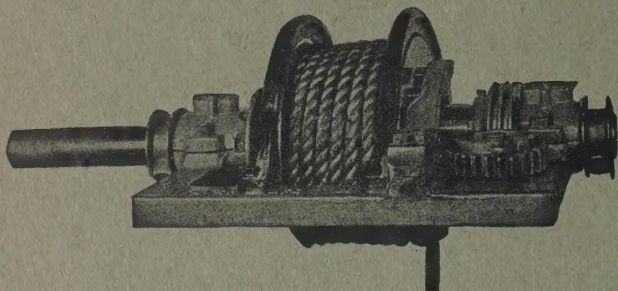
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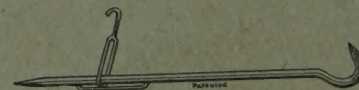


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